

# GRAIN DEALERS' JOURNAL

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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

## AMARILLO, TEX.

Early Grain & Elev. Co., whol. grain, hay, seed.

## ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.  
Corn Belt Grain Co., grain and mill feed.  
Washer Grain Co., S. R., receivers and shippers.

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.\*

## BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Commission Co., grain commission.  
Blackburn & Co., C. P., grain recvrs., exporters.\*  
Clark & Sons, Thos. S., grain receivers.\*  
England & Co., Chas., grain, hay.\*  
Fabey & Co., John T., gr'n receivers and expts.\*  
Frame Knight & Co., commission merchants.  
Gill & Fisher, receivers and shippers of grain.  
Hammond, Snyder & Co., Inc., receivers, expts.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Herzer & Son, Gustav, grain, seeds, hay.  
Jones & Co., H. C., grain and hay.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Robinson & Jackson, grain receivers.\*  
Steen & Bro., E., hay & grain.\*

## BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.\*

## BINGHAMTON, N. Y.

Empire Grain & Eltr. Co., grain feed shippers.

## BLACKWELL, OKLA.

Beutke Bros., hay, grain and alfalfa meal.

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.  
Hasehewinkle Grain Co., brokers.  
Sluck & Co., L. E., buyers and shippers.

## BOSTON, MASS.

Chamber of Commerce Members.  
Benzagulin, Matthew D., grain brokerage, com'n.  
McLean Alpine Co., The, hay and grain.  
Ranlet Co., The D. W., grain and millfeed.

## BOURBON, IND.

Delp Grain Co., E. E., grain and mill feeds.

## BUFFALO, N. Y.

Corn Exchange Members.  
Alder-Stofer Grain Co., grain commission.\*  
Buffalo Cereal Co., grain.\*  
Churchill Grain & Seed Co., buyers, shippers.\*  
Collard, O. E., grain merchant.  
Eastern Grain Co., grain commission.\*  
Electric Grain Elevator Co., recvrs. and shippers.\*  
Harold, A. W., grain, barley a specialty.  
Heathfield, W. G., strictly commission.  
Irwin, Dudley M., barley.  
Prait & Co., grain commission.\*  
Batcliffe, S. M., consignments solicited.  
Spann Grain Co., O. G., grain com., bar'y a spec'ty.  
Townsend-Ward Co., grain commission.\*  
Whitney Eckstein Seed Co., seeds.

## BUSHNELL, ILL.

Cole, G. W., grain broker.

## CAIRO, ILL.

Board of Trade Members.  
Antrim & Co., H. S., receiver and shipper.\*  
Halliday Elevator Co., corn, oats.\*  
Halliday Mfg. Co., H. L., soft, red winter wheat.  
Magee Grain Co., grain.\*  
Thistlewood & Co., grain and hay.

## CELINA, O.

Palmer-Miller Gr. Co., track buyers of grain.

## CEDAR RAPIDS, IA.

Cedar Rapids Grain Co., receivers and shippers.

## CHAMPAIGN, ILL.

Baldwin & Co., H. L., grain brokers.  
Edwards, A. H., grain broker.  
Tankersley & Co., grain brokers.

## CHICAGO, ILL.

Board of Trade Members.  
Anderson & Co., W. P., receivers & shippers.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commiss'n merchants.\*  
Barrell & Co., Finley, grain, stocks, provisions.\*  
Bennett & Co., Jas. E., receivers, shippers.\*  
Carhart-Oode-Harwood Co., grain commission.  
Colvin & Co., Wm. H., grain brokers.  
Delany, Frank J., commission merchant.  
Dickinson Co., The Albert, seeds.\*  
Doie & Co., J. H., grain and seeds.\*  
Fitch & Co., Walter, W. K. Mitchell, Mgr.\*  
Fraser Co., W. A., grain commission.\*  
Frasman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., grain, seeds.\*  
Griffin & Co., J. P., grain commission.

## CHICAGO—Continued.

Holt & Co., Lowell, commission, grain and seeds.  
Hooper Grain Co., receivers, shippers.\*  
Kempner Co., Adolph, grain consignments.  
Lambson Bros. & Co., consignments solicited.\*  
Mann, G. S., seed bkr., field seeds, poultry grain.  
McKenna & Rodgers, commission merchants.\*  
Merrill & Lyon, commission merchants.\*  
Merritt Co., W. H., grain, seeds.\*  
Mumford & Co., W. R., hay & grain commission.  
Nash-Wright Grain Co., grain, prov. seeds.  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Rang & Co., Henry, grain commission.  
Re Qua Brothers, grain commission.\*  
Rogers & Bro., H. W., grain and seeds.  
Rogers Grain Co., buyers and shippers.  
Rosenbaum Bros., receivers, shippers.\*  
Rumsey & Company, grain commission.\*  
Sawers Grain Co., grain commission.\*  
Schiffelin & Co., P. H., commission.\*  
Shaffer & Co., J. C., buyers and shippers.\*  
Sincere & Co., Chas., N. Y. stocks, Chicago grain.  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., Clarence H., commission.  
Uppdike Commission Co., grain commission.\*  
Wagner Co., E. W., receivers and shippers.\*  
Ware & Leland, grain, seeds.  
Wilson & Co., B. S., grain commission.  
Wright & Co., Jno. F., commission merchants.

## CINCINNATI, O.

Chamber of Commerce Members.  
Allen & Munson, grain, hay, flour.\*  
Bender, A., grain, brokerage & Com'n.  
Blumenthal, Max, grain, barley a specialty.  
Brown & Co., W. L., consignments.  
Cincinnati Grain Co., commission merchants.  
Early & Daniel Co., grain and hay.\*  
Ellis & Fleming, grain and hay.\*  
Gale Bros. Co., grain, hay, feed.\*  
Gray, Ralph, receiver & shipper.  
Richter Gr. Co., grain, hay, flour and feed.  
Union Gr. & Bay Co., grain buyers and commiss'n.  
Van Lennen & Co., Paul, grain consignments.

## CLEVELAND, O.

Bailey, E. J., grain and millfeed.\*  
Bennett, W. A., receivers grain, hay & millfeed.  
Cleveland Grain Co., The, receivers and shippers.\*  
Sheets Bros.' Eltr. Co., The, grain, hay, straw.  
Star Eltr. Co., receivers, grain, hay, straw.  
Strauss & Co., H. M., grain, hay, straw.  
Union Elevator Co., grain, hay and salt.\*

## COLORADO SPRINGS, COLO.

Seldomridge Grain Co., grain dealers.

## COLUMBUS, O.

Board of Trade Members.  
Feltz, A., track buyer & shipper, grain & hay.

## CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain seeds.\*

## CROWLEY, LA.

Lawrence Bros. Co., Ltd., grain, seed and feed.

## CUMBERLAND, MD.

Board of Trade Members.  
Marley & Co., grain and hay distributors.

## DALLAS, TEX.

Moss, C. L., buyer and ship'r, grain, hay, millfeed.

## DANVILLE, ILL.

McConnell, R. B., grain dealer.

## DAVENPORT, IOWA.

Rothschild Grain Co., D., grain merchants.\*

## DECATUR, ILL.

Burks & Co., C. A., grain brokerage and com'n.  
Baldwin & Co., H. L., grain brokers.

## DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay.\*  
Crescent Mill & Eltr. Co., flour and grain.  
Longmont Farmers Mill & Eltr. Co., flour, grain.  
Scott, E. E., broker grain, cottonseed meal, bags.  
Thompson Merc. Co., W. F., hay and grain.

## DES MOINES, IA.

Harper & Ward, grain merchants.\*  
Lockwood Grain Co., B. A., grain & millfeeds.

## DETROIT, MICH.

Board of Trade Members.  
Dumont, Roberts & Co., receivers, shippers.\*  
Ellair, Huston & Co., recvrs. & shprs. gr. & hay.  
Hart Grain Co., recvrs. & shippers, grain beans.  
Hobart & Son, H. M., grain, hay and millfeeds.\*  
Lapham & Co., J. S., recvrs. & shippers of grain.\*  
Simmons & Co., F. J., grain recvrs. & shippers.\*

## DIXON, ILL.

Ferrest Utley Co., grain, millfeed and screenings.

## EL RENO, OKLA.

El Reno Mill & Eltr. Co., grain buyers & shippers.

## EVANSVILLE, IND.

Small & Co., W. H., field seeds, grain and hay.

## FAIRBURY, ILL.

Keller, Emil, grain broker and track buyer.

## FORT WAYNE, IND.

Egley-Doan Eltr. Co., grain, hay and seeds.

## FORT WORTH, TEX.

Board of Trade Members.  
Kolp, E. R. & D. C., grain and seed dealers.\*  
Terminal Grain Co., receivers, shippers.  
Werner Wilkens Grain Co., receivers & shippers.

## FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

## GALVESTON, TEX.

Board of Trade Members.  
Fordtran, J. S., grain commission merchant.  
Jockusch, Davison & Co., grain, hay exporters.  
Wisrodt Grain Co., wholesale grain eltr. facilities.

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## HARRISBURG, PA.

Harrisburg Feed & Gr. Co., grain, feed, hay.

## INDIANAPOLIS, IND.

Board of Trade Members.  
Bassett Grain Co., grain merchants.\*  
Boyd, Bert A., Indianapolis commission man.\*  
Capitol Grain Co., grain commission.  
Hoosier Grain Co., specialty yellow corn.  
Jackson Grain Co., Cary, receivers & shippers.  
Jordan & Montgomery Co., wholesale grain.  
Kinney Grain Co., H. E., receiver and shipper.\*  
Minor, B. B., grain consignments solicited.  
Mutual Grain Co., grain commission.  
Stebbins Grain Co., commission & brokerage.

## JACKSON, MICH.

Sheldon, Willis E., track buyer of grain.\*  
Stockbridge Elevator Co., grain, beans, hay.\*

## KANSAS CITY, MO.

Board of Trade Members.  
Adams Commission Co., receivers and shippers.  
Beach Grain Co., grain commission.  
Benton Grain Co., screenings and seeds.  
Davis & Co., A. C., grain commission.\*  
Ernst-Davis Grain Co., commission.\*  
Fisher Com. Co., E. D., grain commission.\*  
Goffe & Carkeener, recvrs. and shprs. of grain.\*  
Gregg Grain Co., Mason, commission merchants.  
Hinds & Lint Grain Co., receivers, shippers.  
Lichtig Gr. Co., Henry, screenings, kafir corn, feed.  
Logan Bros. Grain Co., grain commission.  
Moore-Seaver Grain Co., receivers and shippers.\*  
Moore-Lawless Grain Co., grain receivers.  
Murphy Grain Co., strictly commission.\*  
Norris Grain Co., grain merchants and exporters.  
Roehen-Cary Grain Co., grain, flour, millfeed.\*  
Steele & Co., H. H., grain and seeds.\*  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lynds Co., grain commission.

## KENTLAND, IND.

McOray, Morrison & Co., track buyers.\*

## LA FAYETTE, IND.

Heinmiller, F. G., track buyer of grain.

## LIMA, OHIO.

Ward Grain Co., trk. byrs. & bkrs., gr. & hay.

## LITTLE ROCK, ARK.

Gordy Co., O. L., grain and millfeed brokers.  
Hayes Grain & Com. Co., grain, hay, millfeeds.

## LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Grain Co., recrs. & shprs. grain.\*  
Brandeis & Son, A., recvrs. & shippers of grain.\*  
Edinger & Co., grain, hay, flour.  
Farmer & Sons, Oscar, hay and grain.  
Fruechtenicht, Henry, grain & hay.\*  
Menafee & Co., R. H., grain and hay.  
Schuff & Co., A. O., grain & hay.  
Thomson & Co., W. A., corn, oats & rye.  
Verhoeff & Co., H., receivers and shippers grain.\*  
Zorn & Co., S., grain.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.  
Owen & Jennings, brokers.



# Directory of the Grain Trade

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## MEMPHIS, TENN.

### Merchants Exchange Members.

Brown & Co., W. P., wholesale grain & hay.\*  
Buxton, E. E., broker and commission merchant.  
Davis & Andrews Co., grain dealers.\*  
Horton, J. B., & Co., grain and hay commission.\*  
Jones, Lee D., grain and hay commission.\*  
Jones & Rogers, grain dealers.\*  
McLaughlin Coal & Grain Co., grain and hay.\*  
Patterson & Co., G. E., receivers and shippers.\*  
Rainer, Connell & McFadden, grain, hay, millfeed.  
Wade & Sons, John, grain, hay and commission.\*  
Webb & Maury, grain and hay.\*  
Wyatt, E. W., grain and millfeed broker.

## MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

## MIDDLE POINT, OHIO.

Pollock, H. G., track buyer of grain, hay, straw.

## MILWAUKEE, WIS.

### Chamber of Commerce Members.

Bartlett & Son Co., L., grain commission.  
Bauman, C. H., grain commission.  
Bell & Co., W. M., grain and seeds.\*  
Courtene, S. G., field seeds.  
Ellsworth, B. G., grain consignments.  
Fagg & Taylor, grain merchants.\*  
Frank Grain Co., grain and feed.  
Hadden Co., E. G., grain commission merchants.  
Johnstone & Templeton, grain commission.  
Kamm & Co., P. O., barley and rye.\*  
Lauer & Co., J. V., grain commission.  
Mereness & Potter Co., grain commission.\*  
Owen & Brother Co., grain commission.  
Owen & Co., O. C., grain commission merchants.  
Rankin & Co., M. G., shippers, corn, oats, barley.  
Rialto Elvtr. Co., grain receivers & shippers.  
Stacks & Kellogg, grain merchants.  
Wissbeck-Grunwald Co., grain and feed.

## MINNEAPOLIS, MINN.

### Chamber of Commerce Members.

Benson-Newhouse-Staback Co., grain commission.  
Brown & Co., E. A., commission.  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Davies & Co., F. M., grain commission.  
Fraser-Smith Co., grain commission.  
Getchell-Tanton Co., grain commission.  
Gould Elevator Co., grain merchants.  
Hankinson & Co., H. L., grain commission.  
International Grain Co., grain consignments.  
Johnson & Olson Grain Co., grain commission.  
Marfield Grain Co., grain commission.  
McCaull Dinsmore Co., consignments solicited.\*  
Minneapolis Seed Co., field seeds.  
Murfin, George W., strictly grain commission.  
Nye, Jenks & Co., grain commission.  
Poehler Company, H., grain commission.\*  
Quinn Shepherdson Co., grain commission.  
Ray Grain Co., grain commission.  
Rhelldaffer Co., J. H., grain commission merchants.  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., grain commission.  
Wernil-Anderson Co., grain commission.  
Zimmerman, Otto A., barley specialist.

## MONTGOMERY, ALA.

Dahlberg Brokerage Co., Inc., brokers and dealers.

## NASHVILLE, TENN.

### Grain Exchange Members.

Hughes Warehouse & Eltr. Co., grain.  
Rose, Caswell E., corn, oats, hay.

## NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

## NEW CASTLE, PA.

Hamilton, C. T., buyer & shipper grain, feeds, hay.

## NEW ORLEANS, LA.

### Board of Trade Members.

Benedict Com. Co., Ltd., recvrs, shippers, expts hay & gr.  
Langenberg Hay & Grain Co., hay, grain, millfeeds.

## NEW YORK CITY.

### Produce Exchange Members.

Cushing & Brandt, grain commission, buyers.\*  
Forbell & Co., L. W., grain commission.  
Robinson, G. B., Jr., grain and millfeeds.

## NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.

## OGDEN, UTAH.

Smurthwaite Co., C. A., revrs. & shprs., gr. & hy.

## OKLAHOMA CITY, OKLA.

Hanna Grain Co., grain, hay, seeds, alfalfa meal.  
Kolp, E. R. & D. C., grain and seed dealers.  
Perkins, W. L., grain and seed dealers.  
Robey Grain Co., R. E., grain broker.

## OMAHA, NEB.

### Grain Exchange Members.

Beal-Vincent Grain Co., receivers, shippers.\*  
Cavers Elevator Co., receivers and shippers.\*  
Crowell Lumber & Grn. Co., revrs., shippers.\*  
Holmquist Eltr. Co., receivers and shippers.  
Huntley, E. E., broker.  
Hynes Grain Co., receivers and shippers of grain.  
Imperial Mfg. Co., grain consignments.  
Merriam Commission Co., consignments.  
Missouri Valley Elvtr. Co., grain merchants.  
Middle-West Elevator Co., receivers and shippers.  
Nebraska Seed Co., field & grass seeds.  
Omaha Elevator Co., receivers, shippers.\*  
Saunders-Westrand Co., shippers of grain.  
Taylor Grain Co., receivers and shippers.\*  
Thresher, E. R., grain broker.  
United Grain Co., grain commission.  
Weekes Grain Co., receivers and shippers of grain.  
Welsh Grain Co., grain and hay commission.

## PEORIA, ILL.

### Board of Trade Members.

Buckley, Pursley & Co., grain and seeds.\*  
Feltman, C. H., grain commission.  
Grier & Co., T. A., grain commission.  
Miles, P. B. & C. C., grain commission.\*  
Rumsey, Moore & Co., grain receivers.\*  
Tyng, Hall & Co., grain commission.\*

## PERRY, OKLA.

Perry Mill Co., wholesale dealers in grain.

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Baringer, M. F., grain and millfeed.\*  
Brazier, W. P., Mgr., Finley Barrell & Co.  
Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain millfeed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Pultz & Co., J. B., grain and feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Rogers & Co., E. L., grain, hay.\*  
Standard Hay & Grain Co., grain, hay & straw.  
Stites, A., Judson, grain and millfeed.

## PIQUA, OHIO.

Kress Co., The Harry W., track buyers, gr. & hay.\*

## PITTSBURG, PA.

### Members Grain and Flour Exchange.

Elwood & Co., R. D., hay and grain.  
Foster, C. A., grain, hay, feed.\*  
Geldel & Dickson, grain and hay.  
Hardman & Heck, grain, hay and millfeed.  
Heck & Co., W. F., grain, hay and millfeed.  
Herb Bros. & Martin, grain, hay and feed.  
McCaffrey's Sons Co., Daniel, hay, grain, millfeed.  
McCague, R. S., grain, hay.\*  
Smith & Co., J. W., grain, hay, feed.  
Stewart, D. G., & Geldel, grain, hay and feed.  
Walton Co., Sam'l., grain and hay.

## PLAINVIEW, TEX.

Cobb & Elliott Grain Co., grain, seeds, coal, etc.

## PUEBLO, COLO.

Cessna Gr. & Flour Co., P. A., grain, hay & flour.  
McClelland Mct'l I. & R. Co., grain, hay & feed.

## RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feeds, seeds.  
Fairbank & Co., S. G., grain, hay, seeds.

## SAN ANTONIO, TEXAS.

Lupton Gr. Co., R., whol. grain & cottonseed pdts.

## SIOUX CITY, IOWA.

### Board of Trade Members.

Fields & Slaughter Co., grain, hay and feed.  
Interstate Grain Co., buyers and shippers.  
Shepherdson Co., M. T., receivers and shippers.

## SIOUX FALLS, S. D.

Golden West Grain Co., receivers & shippers.

## ST. JOSEPH, MO.

Gordon Comm. Co., T. P., grain dir. and broker.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Connor Bros. & Co., grain.\*  
Elmore Schultz Gr. Co., revrs. & shprs. grain.  
Goffe & Carkener Co., grain commission.\*  
Green Commission Co., W. L., grain.\*  
Kennedy Grain Co., receivers, shippers.  
Langenberg Bros. & Co., grain and hay.  
McClelland & Co., F. M., grain and hay.  
Morton & Co., grain, hay and seeds.  
Mullally Com. Co., John, grain, hay, seeds.\*  
Nanson Commission Co., grain commission.\*  
Pendleton Grain Co., grain merchants.  
Picker & Beardsley Com. Co., grain & grass seed.\*  
Powell & O'Rourke, receivers, shippers.\*  
Toberman, Mackey & Co., consignments solicited.

## TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

## TOLEDO, O.

### Produce Exchange Members.

DeVore & Co., H. W., grain and seeds.  
Goemann Grain Co., grain buyers.\*  
King & Co., C. A., grain, clover seed.\*  
Southworth & Co., grain commission.\*  
The Toledo Field Seed Co., clover, timothy.  
Wickenhiser & Co., John, revrs. & shippers. of gr.  
Zahn & Co., J. F., grain, seeds.\*

## TOPEKA, KAN.

Jolley & Blanchard, grain merchants.

## TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

## TRINIDAD, COLO.

Bancroft-Marly Feed & Produce Co., hay & grain.

## TYRONE, PA.

Miller's Sons, John H., receivers and shippers.

## WASHINGTON, D. C.

Anderson, E. M., grain brokers and millers agent.  
Craig, J. V., hay and grain broker.\*

## WICHITA, KANS.

### Board of Trade Members.

Baldwin-Barr Gr. Co., receivers and shippers.  
Independent Grain Co., grain commission.  
Kelly Bros. Grain Co., commission and brokerage.  
Roth Grain Co., grain and commission.  
Thompson Grain Co., H. C., grain merchants.  
Western Grain Co., The, wholesale grain, seeds.

## WINFIELD, KANS.

Head Grain Co., grain, millfeed seeds.

\*Member Grain Dealers National Association.

## ATCHISON BOARD OF TRADE MEMBERS

### The S. R. Washer Grain Co. Atchison, Kansas

Receivers and Shippers of Kansas Hard Wheat,  
Corn and Oats. Sacked Grain, Mill Stuffs,  
Corn Chops, Mixed Cars.  
Write for Bids or Quotations.

### Corn Belt Grain Co. DEALERS IN GRAIN and MILLFEED Honest Weights and Grades ATCHISON, KANSAS

### BLAIR ELEVATOR CO. ATCHISON, KANS. Receivers and Shippers Kansas Hard Turkey Wheat, Corn & Oats



**ST. LOUIS MERCHANTS EXCHANGE MEMBERS****Stop Experimenting**

Consign your Grain & Hay  
TO  
**LANGENBERG BROS. & CO.**  
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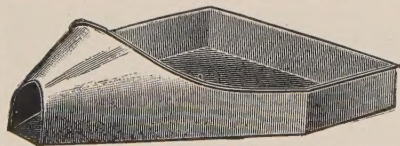
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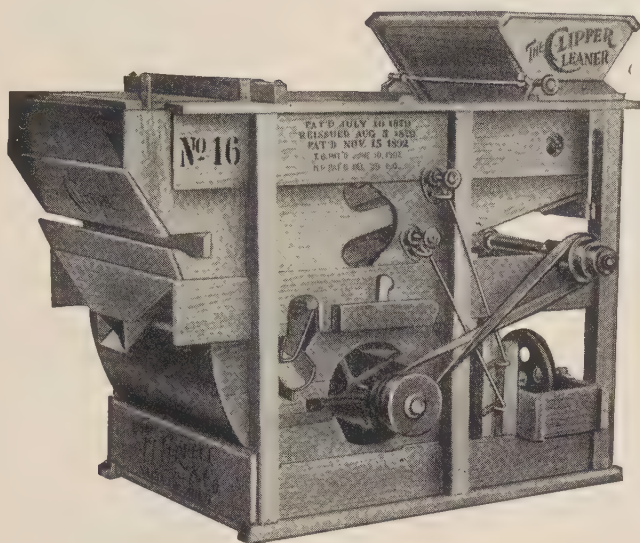
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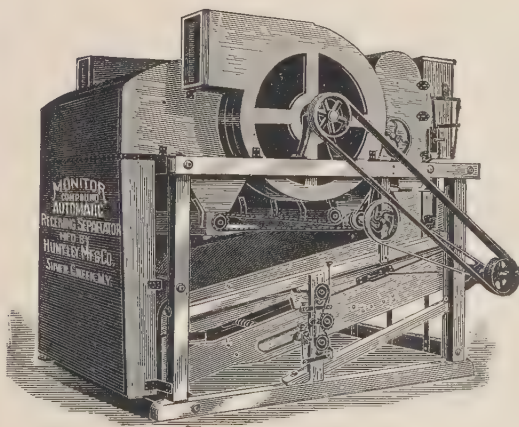
It has Traveling Brushes on the screens and Special Air Controller. These two devices make it possible to separate any two kinds of seeds or grains that are not of exactly the same size or weight. The Brushes keep the screens from becoming choked and the Air Controller regulates the blast to exactly the proper strength to blow out light or blasted clover without blowing out good seed, or to blow out light or chaffy grain from the plump, heavy grain when grading for seed purposes.

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AUTOMATIC  
GRAIN CLEANER

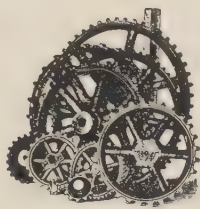
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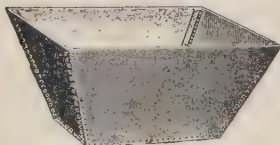
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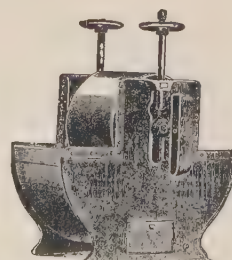
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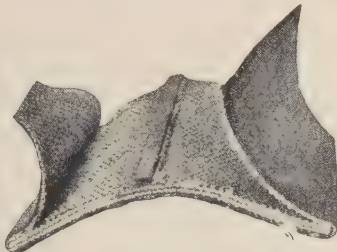
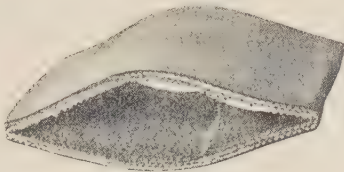
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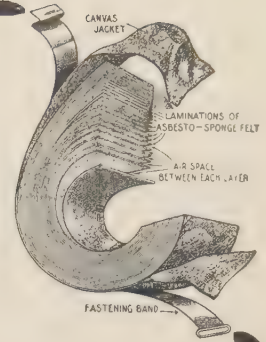
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Saves you money, lessens risks and is guaranteed for 5 years. Will not freeze, (52 degrees below zero) evaporate or foul. Always ready and absolutely no maintenance expense.

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Capacity 60,000 bushels.

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Sparta, Wis.Coopertown, North Dakota  
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Wishing you success, I am

Yours truly,

R. C. COOPER.

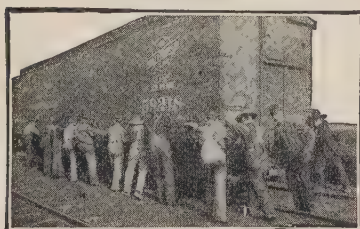
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One operation gives you PERFECT separations.

**The Richardson Will Make you money.  
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**One Man** with an ATLAS can easily move a loaded one.

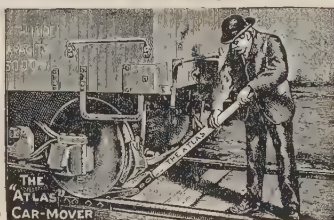
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**The Atlas Car-Mover**

will pay for itself daily and last for years.

Twelve men with a crowbar can hardly move an empty car.

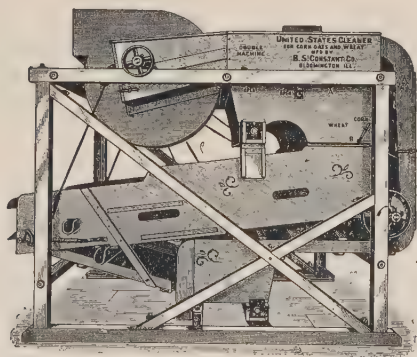
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Are up-to-date in every particular and money savers.



Write us before buying and let us tell you the ADVANTAGES OF OUR LINE.

Complete Equipments.

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**KILL MAIL ORDER COMPETITION**  
Handle a type of Spreader they *can't* furnish!

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Send for Catalog and ask for Dealers' Proposition.

NEW IDEA SPREADER COMPANY.  
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Sold  
through  
Dealers only

**THE  
NEW IDEA  
MANURE  
SPREADER**



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are fireproof and durable. The cost of maintenance and insurance of building and contents is reduced to a minimum. Grain keeps better in concrete and business is never interrupted by a fire. It is the only material the grain dealer who expects to remain in business can afford to use, and if he wishes to sell out, his plant is as good as new.

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**15** New elevators now under construction.

**53** First class plants built last year.

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Because nothing succeeds like success.

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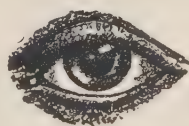
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about that

**New Elevator**

You want the best—most modern—at the RIGHT price. We combine these conditions to your satisfaction. The stamp and time for a letter to us, will be amply repaid. Write today.

**McAllister & O'Connor**

Designers and Builders of Elevators  
Phone Harrison 7859

1232 MONADNOCK BLDG., CHICAGO

### Grain Elevators

When planned, built and equipped by us, prove a pleasing proposition TO YOU. Write and tell us what you want.

**NEWELL CONSTRUCTION CO.**  
Cedar Rapids, Iowa.

### STEEL GRAIN TANKS

We are pioneers in this line and are building tanks in the good old fashioned way. Joints caulked and guaranteed water, weather and bug proof. Long experience has demonstrated the necessity of high grade workmanship to make steel storage a success. We do it.

**Wm. Graver Tank Works, East Chicago, Ind.**

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Contractor and Builder of  
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### John S. Metcalf Co.

ELEVATOR BUILDERS

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Plans and Specifications  
a Specialty,

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FIREPROOF STORAGE

**Minneapolis, . . . Minn.**



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Elevator and Mill  
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16 Years'  
Practical Experience

### ABSOLUTELY FIREPROOF



Every par  
reinforced  
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Not Costly.

Any number  
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No  
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Lasts forever

For cost and  
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### You Know

You want to do business with the grain shippers. Tell them so. The Grain Dealers Journal reaches them.



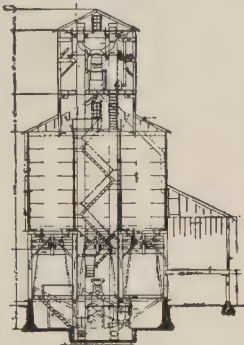
## GRAIN ELEVATOR BUILDERS

**REAL builders of  
REAL elevators**

## YOUNG LOVE CONSTRUCTION CO.

**218-219 Grain Exchange  
SIOUX CITY, IOWA**

### MODERN GRAIN ELEVATORS



We have every facility for planning for anyone desiring a modern grain elevator, complete working plans and specifications.

It is cheaper to make changes on paper than after the building is completed.

However, if your building does not suit you or it needs modernizing, we can show you how to do it best.

Write us for particulars.

**RELiance CONSTRUCTION CO.** 625 Board of Trade,  
Indianapolis, Ind.

**Reinforced Concrete Grain Elevator, Feed  
Mill and Warehouse, built in 1910 for  
Buffalo Cereal Co., at Buffalo, N. Y.**



**Fireproof Construction Elevators, Mills and  
Warehouses. We prepare plans and make  
lump-sum price for the complete work.**

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## Simple Facts Have Sheer Force

During the year 1911 we finished thirty-six complete contracts—sold equipment for twenty-six—rebuilt twelve houses—and added two hundred and fifty names to our list of customers.

After consideration of the fact that crop conditions in general throughout the southwestern territory were below the average, we feel that our work has met with a large measure of satisfaction and success.

## P. H. Pelkey Construction Co.

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## OLSON BROTHERS & CO.

**ENGINEERS and CONTRACTORS**

Grain Elevators, Flour Mills  
and Complete Plants for handling  
Coal, Sand, Gravel, Ores,  
Ashes, etc.

Phone Humboldt 2373  
2418-22 Bloomingdale Ave.  
CHICAGO, ILL.

## Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows:  
Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare;  
Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

### GRAIN DEALERS JOURNAL

315 So. La Salle Street

CHICAGO, ILL.

## Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$2.50.

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## GRAIN ELEVATOR BUILDERS

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Have Your  
**ELEVATOR—BUILT—RIGHT**

**T. E. IBBERSON**

ELEVATOR BUILDER  
Minneapolis, :: Minn.

### FIRE PROOF STEEL GRAIN ELEVATORS AND STORAGE TANKS



Almost anywhere between the Mississippi and the Pacific Coast, you will find elevators like these that we have built.

We have the largest plant in the West for manufacturing steel work and Machinery of all kinds.

**We Are Designers and Builders**

**MINNEAPOLIS STEEL & MACHINERY CO.**  
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Exchange Bldg., Memphis, Tenn.

## O. P. HIETT COMPANY

Designers and Builders of **GRAIN ELEVATORS** of Any Size or Capacity

**PLANS AND SPECIFICATIONS A SPECIALTY**

Our elevators are so designed that the cost of operating and maintaining same is minimized by arrangement and adaptability to the need of the business. Write us if you are going to build an elevator or remodel your old one and we will save you money and guarantee you satisfaction in the construction of the work.

PEORIA = = ILLINOIS

**L. J. McMILLIN**  
Engineer and Contractor of  
**GRAIN ELEVATORS**

Any Size or Capacity

627 Board of Trade Bldg., Indianapolis, Ind.



St. Lawrence Flour Mills Co., Limited.  
Montreal, Quebec

This very complete plant recently constructed by

**The Barnett & Record Company**

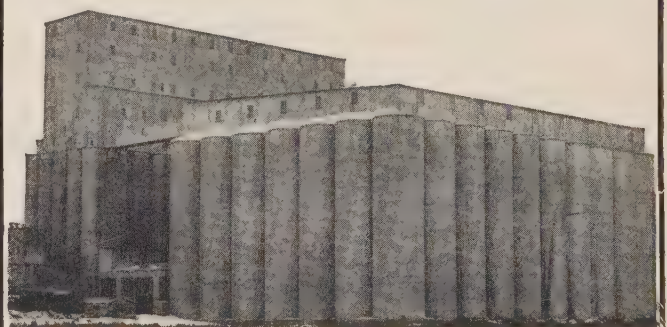
Minneapolis - Minnesota  
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*Write us for designs and estimates.*

## JAMES STEWART & CO.

CONTRACTORS

Designers and Builders of **GRAIN ELEVATORS** in All Parts of the World



Grand Trunk Pacific Elevator at Fort William, Ontario.  
Capacity 3,500,000 Bushels.

**GRAIN ELEVATOR DEPT., 1811 Fisher Bldg., Chicago**

W. R. SINKS, Manager

R. H. FOLWELL, Engineer

We also do General Contracting and have Offices in the following cities.  
Write or call on any of them

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**NOW**

is the time to get started right.  
DEAL WITH EXPERTS ONLY.

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Kansas City, U. S. A.

**BOWSHER**

(Sold with or without Elevator)  
CRUSH ear corn (with or without  
shucks) and GRIND all kinds of  
small grain. Have Conical-Shape  
Grinders. Different from all others.

**LIGHTEST RUNNING**

(Our circular tells why)

Handy to Operate. Ten sizes  
2 to 25 Horsepower.

Peculiarly suited for use  
with Gasoline Engines

The N. P. Bowsher Co.  
South Bend : : Indiana

**FEED MILLS**

## BIG CAPACITY Corn and Feed Mill

But that isn't the only advantage of this Ehrsam Two and Three-High mill. It's made of finest materials for strength and long service. Frame is all cast iron—and arranged so that rolls can easily be removed for grinding and corrugating. Don't decide on any corn and feed mill till you get all the facts about the

**EHSAM****"TWO AND THREE-HIGH"**

furnished with belt or gear drive on slow side, as desired. Grinds coarse or fine meal, barley, graham flour linseed meal, rye, corn chop, etc. Best for each. Built for rolls nine inches in diameter. Send your name now for all facts. Address

**THE J. B. EHSAM & SONS MFG. CO.**  
2 Factory St., Enterprise, Kansas

*The Largest and Best Equipped Roll Dressing  
Plant West of the Missouri River.*

**CAR-LINING BURLAP**

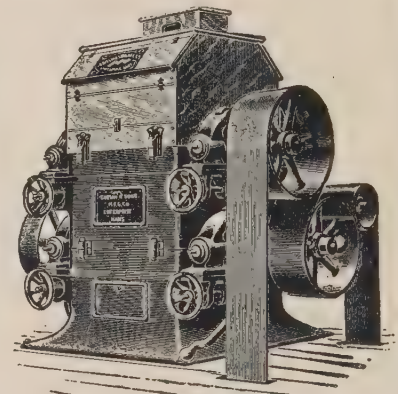
To prevent leakage of grain, line cars with "Milwaukee Burlap"—it will save you dollars and trouble. Write for prices and samples.

**MILWAUKEE BAG CO., Milwaukee, Wis.**

**Grain Dealers' Scale Tickets—Book No. 51**

This scale book contains 100 pages 8x11½ inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and Weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net....bushels....pounds, Price, Dollars and Fees.

It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them. **Book No. 51, Price 75 cents.** Address  
**GRAIN DEALERS JOURNAL, La Salle Street, CHICAGO, ILL.**



## Barnard's Ball Bearing FEED MILLS

Their bearings always run cool, show little wear, never need adjustment and are always in trim.

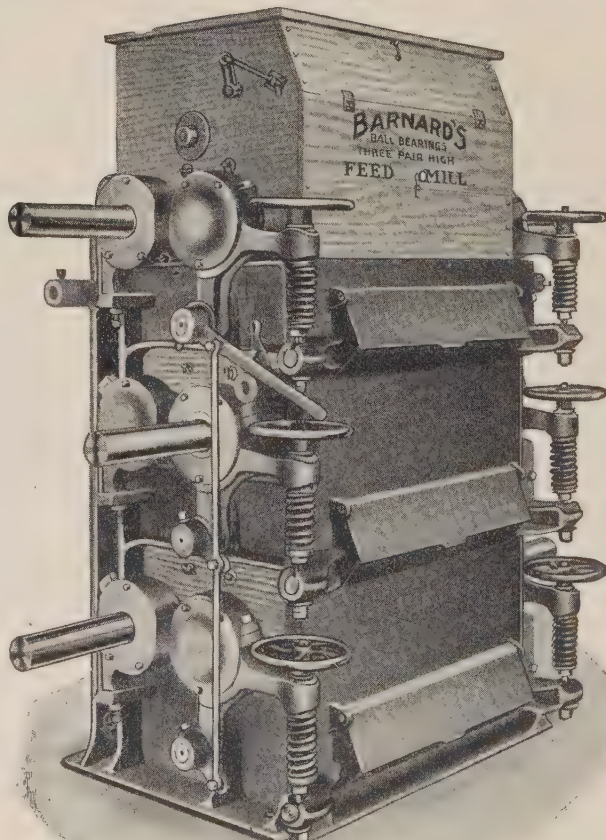
Consequently they produce a higher grade of products with a corresponding gain in profits.

The saving in power alone will pay for them in a short time.

Let us tell you more about them.

**BARNARD & LEAS MFG. CO.****MILL BUILDERS AND****MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

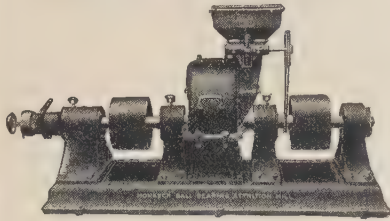


Savers of  
Power  
Oil  
Belts  
Repairs  
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Trouble



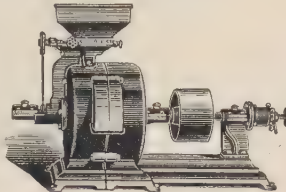


The Monarch Ball Bearing Attrition Mill



THE KING OF ALL ATTRITION MILLS

Guaranteed Saving of at least  $\frac{1}{3}$  in power or an increase of at least  $\frac{1}{3}$  in Capacity with the Same Power. Guaranteed never to get out of Tram. Investigate Now. INSTALL "MONARCH MACHINERY" AND ENTER THE ROAD TO PROSPERITY. We manufacture the LARGEST, MOST IMPROVED AND MOST COMPLETE LINE of Machinery for Flour and Feed Mills, Grain Elevators, etc., in the world. GIVE US AN OPPORTUNITY TO FIGURE ON ALL YOUR REQUIREMENTS.



The Monarch Genuine French Burr Mill

The "Monarch" Line  
The "Monarch" Way

always has and always  
will stand **SUPREME**

Established in 1866

The World's Famous Corn Meal and Feed Mills  
Used the World Over

THE MONARCH  
DUST COLLECTOR



Write  
for Our  
Prices  
and  
Catalogs  
NOW

A COLLECTOR THAT  
COLLECTS ALL THE DUST  
Agents Wanted Everywhere

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THE MILL  
BUILDERS

Northern Office  
1208 4th St., So., Minneapolis, Minn.

P. O. BOX  
260

**Muncy, Pa.**

Pacific Coast Branch  
613 McKay Bldg., Portland, Ore.



**SUCCESSFUL HOG RAISING**

**BEST CARLOAD FROM HIS STATION**

International Sugar Feed Co.

Kirkwood, Ill.

Dear Sirs:—I fed the *International Sugared Hog Feed* for five months to 75 head of March pigs, which were shipped on the 8th of November and averaged 213 lbs., and had not been on a full feed of corn for more than five weeks. They were the best carload of shotes shipped from our station this fall. I fed shorts and your sugar feed in equal parts in a thin slop.

J. O. F. JOHNSON

**FATTENING HOGS GROW FINE IN WINTER**

International Sugar Feed Co.

Greenfield, Ia.

Dear Sirs:—I fed *International Sugared Hog Feed* to six head of shotes, adding a little bran and shorts with it in the slop. They made a fine gain and I am well pleased with this feed. I am feeding it this winter to my fattening hogs and they are doing fine.

FERDINAND GREENBECK.

**THESE SHOTES GAINED  $2\frac{1}{4}$  POUNDS PER DAY**

International Sugar Feed Co.,

New London, Ia.

Dear Sirs:—I fed *International Sugared Hog Feed* to 40 head of shotes and never had better success in growth and weight. These shotes weighed only about 30 lbs., when I commenced feeding and in *three months* they averaged **227 lbs. apiece**. I am well satisfied with your feed and have been using it just as your directions call for.

JOHN A. BOYD.

**INTERNATIONAL SUGARED HOG FEED** is unequalled for brood sows, shotes and fattening hogs. It is composed of oil meal, grains, digester tankage, molasses and a small amount of charcoal. Fed according to directions, it will always return several times its cost in extra gain and will also save grain by shortening the feeding period. Costs less per ton than oil meal and is preferred by feeders. You can obtain a properly balanced ration for producing quick and profitable growth by using one-half pound International Sugared Hog Feed daily for each shote, mixed with other grain feed.

*We give exclusive agency to dealers.* We want a live dealer in every town. Write us for prices on carlots or less than carlots and we will send you prices, samples and Illustrated Booklet. International Sugared Hog Feed will sell on sight and is a repeater wherever sold.

**INTERNATIONAL SUGAR FEED COMPANY**  
**MINNEAPOLIS, MINN.**





**PIT & PITLESS SCALES**  
For STEEL and WOOD  
Frames, \$25 and up. Write  
US before  
YOU BUY.  
WE SAVE  
you money  
Also Pumps  
and Windmills. **BECKMAN BROS., Des Moines, Ia.**

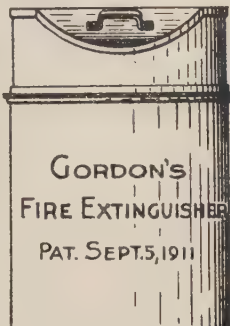
### "The same old story"—IF

There had been a pail of water—The water had not been frozen—The barrels had not leaked—The elevator would have been saved.

**IF**  
There had been a  
**GORDON'S**  
**FIRE**  
**EXTINGUISHER**

There would not have been any cause for excuses

The most  
CONVENIENT  
COMPLETE  
SERVICEABLE  
DURABLE  
RELIABLE  
Fire Bucket  
manufactured.



We guarantee every bucket to be as represented, and if not will refund all money immediately.  
WRITE for prices and circulars.

**O. E. GORDON**  
Rays Crossing - - - Indiana

## Grain Storage Receipts

Designed to be used by country elevator men, who store grain for patrons, in keeping a record of grain stored.

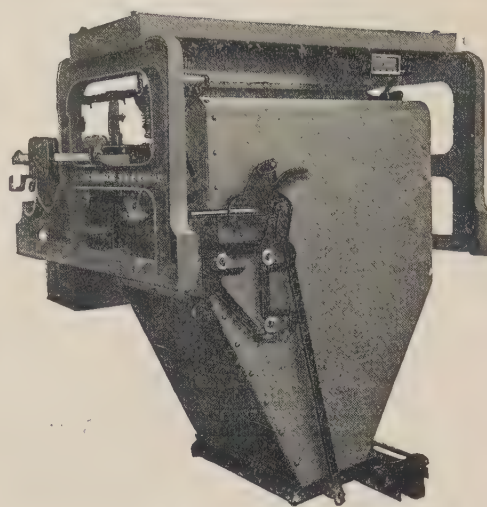
These receipts are numbered in duplicate, two on a page, with perforation between for easily tearing apart. The receipt is signed by the elevator man and shows he has received in store of ..... net bus. .... Wheat to be stored and insured under following conditions, etc.

The stub is used for recording the name of the owner of the wheat, the number of gross bus., dockage bus., and net bus., and lbs., grade and dockage per bu.

Each book contains 50 receipts printed on bond paper, 10½x3½ in.

Order form No. 4. Price 50 cents.

**GRAIN DEALERS JOURNAL**  
315 S. LaSalle St. CHICAGO, ILL.



## To Be a Leader in This World

one must produce something BETTER than has ever been produced before. The

### RICHARDSON Automatic Scale

proves this. Our 20 years' experience in building these scales for automatically handling grain has made the **RICHARDSON** the Standard automatic of the world.

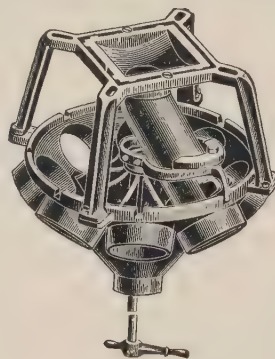
## RICHARDSON SCALE COMPANY

79 W. Monroe Street, CHICAGO

3 Park Row  
New York

Box 305  
Omaha, Neb.

413 Third St. South  
Minneapolis



## Hall Signaling Distributor

This simple, unique device with only two moving parts, has saved its various owners in ten years

**OVER A MILLION DOLLARS**

Each is as good today, as when bought and will be for future generations. It is an economic gem.

## HALL SPECIAL

(ELEVATOR LEG)

You want your elevator leg to do its work economically; to cost as little as possible to construct; to operate with the least care, attention and expense; to elevate the most grain for its size and cost, and in the quickest time, to cause you no interruption or delay or repairs.

That is why you have it.

To get this profitable and economic equipment and results, you must have a

## HALL SPECIAL

You should attend to it before it is too late and your money is wasted on something else.

**Hall Distributor Co., 222 Ramge Bldg., Omaha, Nebr**

# The Sidney Chain Drag Feeders



Style A



Style B

The above Drags are complete and consist of the following; Cast Head with Tightener Sprocket, Shafts and Bearings; Cast Adjustable Rake-off with Sprocket, Shaft and Bearings; Cast Ends with Sprocket, Shaft and Bearings; Cast Iron Lining used in Bottom of Drag Box; Wrought Iron Return Track for the Drag Chain to return on. The only difference between Style A and Style B; Style A is complete with wood bottom box and return box which we do not furnish with Style B. All iron bearings are babbitted and furnished with oil holes. Write for our complete catalog No. 25.

**THE PHILIP SMITH MANUFACTURING COMPANY, Sidney, O.**

A Complete Stock Carried at Enterprise, Kansas



## Claim Losses Prevented

by TYDEN SELF-LOCKING CAR SEALS bearing your name and consecutive numbers. Thousands of shippers use them. Write for samples and prices.

**INTERNATIONAL SEAL & LOCK CO.**

Chas. J. Webb, Gen'l Sales Agent,  
617 Railway Exchange Building, CHICAGO, ILL.



R



Live weevil plus a little Fuma equals dead ones every time.

**Fumigate Your Elevators and Mills with**

**FUMA**

The only satisfactory method of treating grain in the bin; kills all insects, weevils, moths, etc.

10c per lb., in 50 lb. and 100 lb. drums.

Send for printed matter.

**EDWARD R. TAYLOR**

Manufacturing Chemist Penn Yan, N. Y.

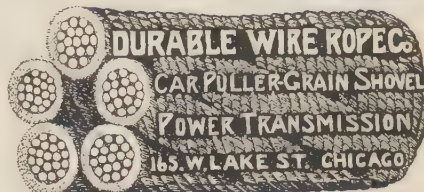
## Cover's Dust Protector

Rubber Protector, \$2.00

Send postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**

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**DURABLE WIRE ROPE**

**CAR PULLER GRAIN SHOVEL**

**POWER TRANSMISSION**

165 W. LAKE ST. CHICAGO

**GRAIN TRYERS**



WILLIAMS-LLOYD MACHINERY COMPANY, 638 Federal Street

Chicago



**"EUREKA"**



# SEPARATORS

65 different kinds, for all purposes, and for every variety of grain grown.

THE WORLD'S BEST

**"EUREKA"**

# OAT CLIPPERS

NEW IMPROVED TYPE. CLIPPING CAN BE REGULATED INSTANTLY by a handwheel.

**"EUREKA"**

# GRAIN DRYERS

For large or small capacities. THE ONLY FULLY GUARANTEED SYSTEM. Perfect drying, high efficiency, low cost.

New 250 page catalogue now ready—best and most complete ever published—sent free.

**THE S. HOWES COMPANY**

Grain Cleaning Machinery Specialists

Eureka Works, Silver Creek, N. Y.

Our experts will gladly call and explain merits

## CYCLONE BLOW PIPE CO.

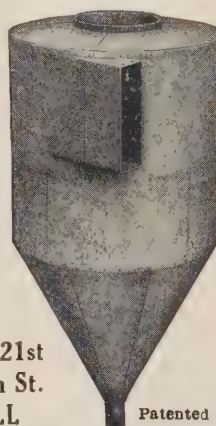
IMPROVED

Cyclone Dust Collectors, Automatic Furnace Feeders, Steel Plate Exhaust Fans, Exhaust and Blow Piping.

Complete systems designed, manufactured, installed and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

High and Low Speed Systems

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Patented

## An Evolution In Dust Collecting Economy

The "OLD CYCLONE" served its purpose as an important factor in Dust Collector Evolution



The Problem was to Eliminate the Loss of Half the Power, or Volume of Air Current.

**The New "1905" Cyclone Dust Collector**  
Saves That Loss

**The Knickerbocker Co.**  
JACKSON, MICH.

Investigate—Write for Catalog.



**M. M. BAKER & CO.**100 to 110 Harrison Street  
PEORIA, ILL.**Belting Packing****Hose, Chain, Wire Rope****Elevator Supplies****PROMPT SHIPMENTS****144 page catalogue sent on request****It's up to you, Mr. Grain Man**

Do you desire a fanning mill, when you pay for a cleaner? Certainly not. Then see our "Standard" line of cleaners for all varieties of grain. It pays.

**Standard Cleaners**

Grain men are fast realizing the benefits derived thru the installation of a grain cleaner, but more than that they are being convinced of the superiority of the "Standard". Before that dirty load of grain comes in—Write

**The International Manufacturing Co.**  
CRESTLINE, OHIO

**The Automatic Dump Controller**

This machine can be attached to old or new drop dump, with but small expense.

Absolutely automatic, out of the sink, and requires no attention. Has control of the dump from the time the trigger is pulled until it settles entirely down.

Its using oil for a cushion makes it self lubricating.

There are hundreds in use over the entire grain section.

Our list of testimonials, and numerous duplicate orders is conclusive evidence of their value.

Satisfaction guaranteed.

*For descriptive circular and list of users, write*

**L. J. McMILLIN**

Board of Trade Bldg. Indianapolis, Ind.

WHEN YOU WANT ANYTHING AND DON'T  
KNOW WHERE TO FIND IT  
WRITE BUREAU OF INFORMATION.  
GRAIN DEALERS JOURNAL CHICAGO, ILL.

**Did It Ever Occur to You**

that the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business, and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it.

We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54 inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

**The Strong-Scott Mfg. Co.**

Minneapolis, Minn.

Northwestern Agents for

Richardson Automatic Scales

Invincible Cleaners

Knickerbocker Dust Collectors



June 15, 1903, we shipped a Boss car loader to R. M. Sims, Scircleville, Ind. The 3rd inst. we sent a repair list to his successor, the Scircleville Grain Co., and asked them how the machine is working. The following is their reply:

"We are using Boss car loader bought of you by R. M. Sims in 1903 and will say loader is working fine. Hoping this is all you wish to know, we remain, Yours truly,  
Scircleville Grain Co."

Some of our customers have told us their Boss car loaders paid for themselves every year and if that is the case with this one it proved a pretty good investment as it has been in use more than 8½ years. We make ten sizes all of which are carried in stock so orders are filled the day they are received.

**MAROA MANUFACTURING CO.**  
Department 3 Maroa, Ill.

**TO BUY  
SELL  
RENT or  
LEASE an  
ELEVATOR**

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns.

**Look Here, Mr. Grain Dealer.**

You've been considering the installation of car loader for some time—if you have not it's time you were.

Why not give up the old-fashioned method of crawling into a car to fill it to the limited capacity—of receiving discounts on cars of grain, because the center was dust and foreign matter, of constant attention to old timed spout when loading? The installation of a

**COMBINED  
GRAIN CLEANER AND PNEUMATIC  
CAR LOADER**

means more profit with less labor. WHY? Because—

**First** and most important—It is impossible for it to crack or mill the grain.

**Second**—It will fill the largest cars to full capacity, without any labor in the car.

**Third**—It is strong and durable, automatic in its action, and requires no attention after starting.

**Fourth**—The constant moving of the pneumatic tube as it loads the grain, prevents any accumulation of dust or dirt in the center, or any other part of the car, thereby avoiding heating, and "off" grades.

**Fifth**—It cools and dries the grain as it passes through the current of air.

**For full particulars, prices and testimonials write**

**MATTOON GRAIN CONVEYOR COMPANY, MATTOON, ILLINOIS**

**"LOADS GRAIN, MALT, OR SAND."**

**The User's Proof**

Texas City, Ill., June 24, 1909.

Mattoon Grain Conveyor Co.,  
Mattoon, Illinois.

Gentlemen: Replying to your favor of the 22nd inst. will say that the "Combined Grain Cleaner and Pneumatic Car Loader," which I purchased of you last season, has given good satisfaction. It cleans considerable dust out of the grain, which gives it a better grade. Since I have installed one of your loaders in my elevator I do not use a man in the car, the man who weighs operates the loader, and it loads each end of the car very nicely, and I wish to further state that it does not crack the grain. I would recommend this machine to any one who contemplates putting in a grain loader.

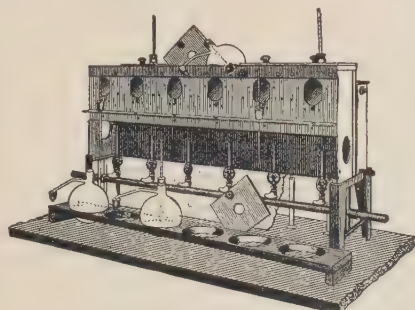
Yours truly,

W. T. GARNER.



## IN THAT LAST CAR OF GRAIN

how much did you pay for moisture? Buying moisture at grain prices is expensive. Why not get a **BROWN & DUVEL** Moisture Tester and standardize your purchases?



Full information will be sent upon receipt of your request.

**THE KNY-SCHEERER CO.**

Dept. of Laboratory Supplies

404-410 W. 27th Street, N. Y.

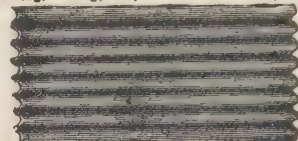
Chicago Agent:

Seed Trade Reporting Bureau

627 Postal Telegraph Building, Chicago, Ill

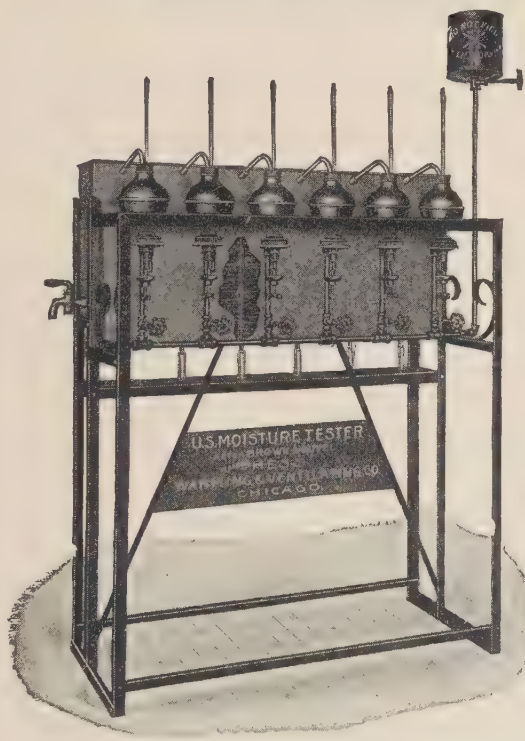
**PEERLESS**  
GRAIN FEEDERS CAR LOADERS  
OVERHEAD DUMPS MAN LIFTS  
for continued satisfaction  
**PEERLESS FEEDER CO.**  
RHINEHART SMITH, Mgr.  
SIDNEY, OHIO  
OHIO REPT. FOR UNION IRON WORKS

**GALVANIZED CORRUGATED**  
Steel Siding, Roofing, Fireproof Window Frames, Sashes, &c



**SYKES Steel Roofing Company, Chicago, Ill.**  
Sheet Metal Contractors, Makers of Fireproof Windows  
Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.

## YOU NEED A TESTER NOW



### IT SHOULD BE The HESS U. S. MOISTURE TESTER

Especially adapted to the use of grain dealers.

Made with unbreakable copper flasks.

High steel standard. No table nor bench needed.

Burns gasoline, alcohol or gas.

Simple, durable, accurate.

Used by leading grain dealers everywhere, and by grain exchanges in many cities. That's the kind of testimony that talks.

It is a self-paying investment, and in short order, too.

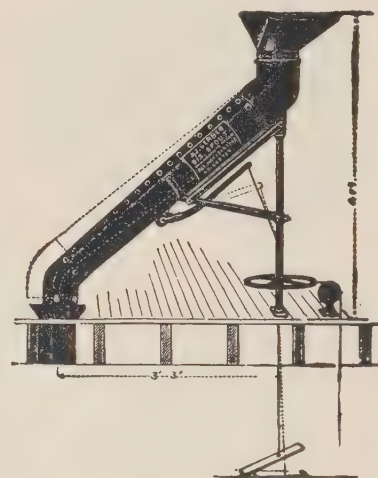
Get complete particulars, and the simple directions for operating.

**Hess Warming and Ventilating Co.,** 907 Tacoma Building, Chicago, Ill.

## GOOD EQUIPMENT

is the cheapest—it will give satisfaction at all times, and can be depended upon when wanted most.

The Gerber Improved Distributing Spouts are made by skilled workmen, from the best of material. They have a reputation to sustain and must be right. Our largest customers are the ones who have bought from us for years. They know if GERBER ships it it is right.



I make a Specialty of Elevator and Mill Spouting Write for Particulars

**J. J. GERBER,** MINNEAPOLIS, MINN.

## SCALE TICKET COPYING BOOK

This book contains 125 leaves of scale tickets, four to a leaf. Each leaf folds back on itself so as with the use of a sheet of carbon to make a complete and perfect copy of the original on the stub which remains in the book. The original tickets form the outer half of the page, so the removal of any ticket does not disturb the others

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size, 9x11 inches. Printed on good paper.

Order Form No. 73. PRICE \$1.00

**GRAIN DEALERS JOURNAL,** 315 So. La Salle St., Chicago, Ill.

## ELEVATOR MACHINERY

**GRAIN DRYERS—All Sizes, CRUSHERS, SHELLERS and MILLS CONVEYORS and ELEVATORS, CHAIN BELT and SPROCKET WHEELS, OAT MEAL and PEARLED BARLEY MACHINERY, HOMINY MILLS**

SEND FOR DESCRIPTIVE CATALOG OF WHAT YOU WANT

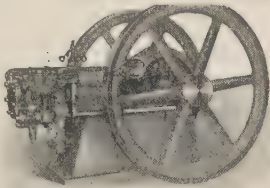
**THE C. O. BARTLETT & SNOW CO.**  
CLEVELAND, OHIO, U. S. A.



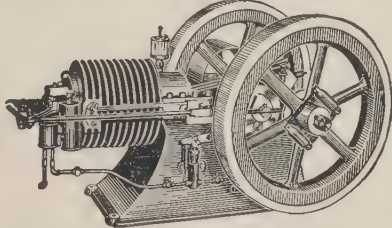
New—Near-New  
Rebuilt and  
2nd Hand  
Gas Engines

of our own  
make, thor-  
oughly guaran-  
teed—8 to 50  
H. P. Let us  
know your re-  
quirements and  
we can, no  
doubt, fit you  
out with just  
what you want.

The New Era Gas Engine Co.  
86 Jefferson Avenue, PORTSMOUTH, OHIO



LESS GASOLINE—MORE POWER

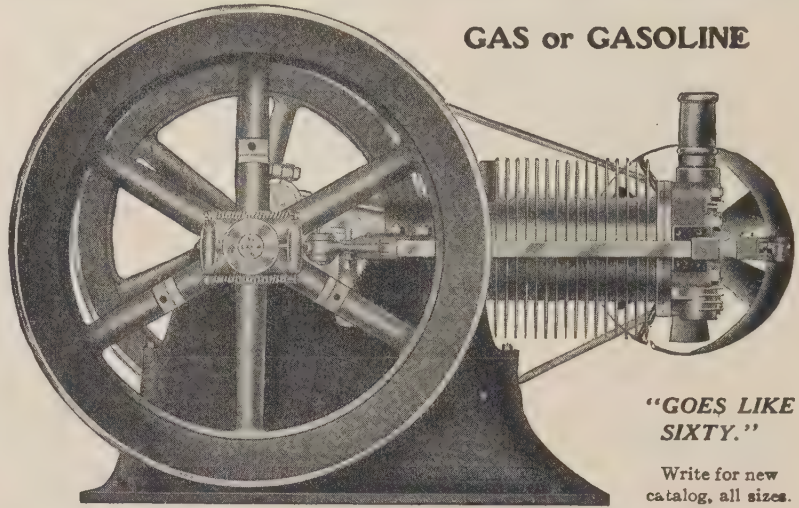


Why use 3 gallons of gasoline where you need only 2? Every third gallon you buy for a water cooled engine is just that much money thrown away. Find out about the Gade Gasoline Saver. Sizes up to 12 H. P., all air cooled.

GADE BROS. MFG. CO. 110 Main St. Iowa Falls, Iowa

## GILSON 5 Horse Power AIR-COOLED ENGINE

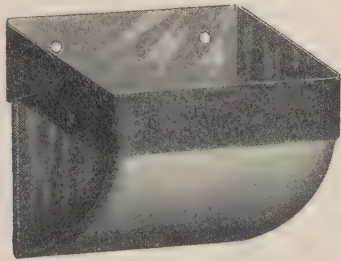
GAS or GASOLINE



"GOES LIKE  
SIXTY."

Write for new  
catalog, all sizes.

GILSON MFG. CO., 644 Park St., Port Washington, Wis.



## "N & M Co." Elevator Equipment

can be relied upon even under the most exacting conditions, to give steady, sure service with practically no mechanical attention. Our line of elevator equipment is reliable, durable and complete.

At this season, a feed mill would be a profitable addition to your plant. We carry a full line of corn and feed mills.

## NORDYKE & MARMON COMPANY

America's Leading Mill Builders

Established 1851

INDIANAPOLIS, IND.

SIXTY YEARS OF SUCCESSFUL MANUFACTURING

## ELEVATORS WANTED

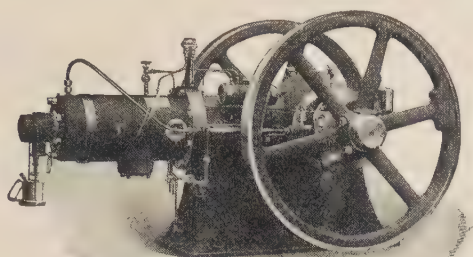
To get in direct communication with would-be buyers of grain elevators reply to ads in the "Elevators Wanted" columns of the GRAIN DEALERS JOURNAL.



**50c** } **Runs a 25 Horse**  
**A DAY** } **Power 10 Hours**

## The Muncie Oil Engine

'Producing Power with the Cheapest Fuel.'



It Operates on Crude Oil, Fuel Oil, Kerosene or Distillate. The few working parts reduce possible repairs and expenses to a minimum making the engine pay for itself in a short time.

*Write for particulars, references and prices.*

**Muncie Gas Engine & Supply Company**  
 Mulberry St. and Railroads MUNCIE, INDIANA

# EDISON BSCO PRIMARY BATTERY

No matter how perfect you consider your present battery service, you will realize how imperfect it *actually is* when you compare it with Edison BSCO Battery service. Write us today for the book and complete particulars regarding your battery problem.

**Thomas A. Edison, Inc.,**  
 49 Lakeside Avenue, Orange, N. J.

## Record of Cars Shipped

Is a book designed especially for country shippers in keeping a complete record of each car of grain shipped.

It is ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of linen ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2,230 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. PRICE, \$1.50.

**GRAIN DEALERS JOURNAL**  
 La Salle Street, CHICAGO, ILL.

## Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, \$1.50

**GRAIN DEALERS JOURNAL**  
 La Salle Street, CHICAGO, ILL.

## You are Paying Too Much for Power

unless you are operating with an OTTO. Make us prove to you that steam power or electric current costs more than with an



**Gas or ENGINE**  
**Gasoline**

The fuel economy and low up-keep of the OTTO results in lower power cost than is possible from other makes of internal combustion engines. The OTTO is higher grade than ever, yet lower in price than formerly.

Built in all sizes from 1 to 120 H. P.—for city and natural gas, gasoline, alcohol, distillate. ¶ We also build producer gas plants complete.

**The Otto Gas Engine Works**  
 3217 Walnut St., Philadelphia, Pa.



**THE 1912****SIX CYLINDER****SIXTY HORSE-POWER****PALMER-SINGER****Strongest Built Car in the World****AT \$3000**

**Other cars of the same power, appearance and easy-riding flexibility sell today for \$5000 to \$6000**

**But no car, whether its price be \$5000, or what, equals this new Palmer-Singer in strength, durability, service**

**And no other manufacturer, no matter how well-made his product, takes such pains to ensure unfailing service**

In bringing the price of this 1912 model to \$3,000 we have not changed the QUALITY.

All of the Palmer-Singer STRENGTH is there.  
All of the Palmer-Singer DURABILITY is there.  
All of the four speed FLEXIBILITY is there.  
All of the EASY RIDING LUXURY is there.

And all of the POWER of the famous Palmer-Singer 60 h. p. motor is there.

\* \* \*

We have invested \$700,000 in SIX CYLINDER experience and facilities—we were the first maker in America to produce a SATISFACTORY SIX, and this is our fifth season in the manufacture of SIXES.

It is because our experience and our facilities are bought and paid for that we can offer SUCH QUALITY at SUCH A PRICE.

In a year when the market is flooded with EXPERIMENTAL sixes, we are able to offer SIX CYLINDER CERTAINTY at less than FOUR CYLINDER PRICE.

\* \* \*

We have spent \$36,000, for example, in perfecting the Palmer-Singer multiple jet carburetor—and we own basic multiple jet carburetor patents, without which no high power, six cylinder engine can give its UTMOST EFFICIENCY.

We use 2½ inch second growth hickory spokes in all wheels—a costly precaution against the side strain which high speed cars must endure.

Yet most makers of \$5,000 cars use spokes only 1½ to 1¾ inches in diameter—and NO CAR IN AMERICA uses spokes as strong and as big as ours.

**Phone Calumet 1090 for a demonstration, or better—call at our Chicago showrooms.**

**PALMER & SINGER MFG. CO.****2638-2640 Michigan Avenue, Chicago.****Palmer-Singer Service Really Serves.**



# Palmer - Singer - Unfailing Service

It would take the whole of this Journal to catalogue the Palmer-Singer superiorities — the little refinements which our years of experience have brought about.

Yet in this 1912 model, at \$3,000, there is NOT ONE SINGLE EXPERIMENT.

It is simply the best car that experience and money can build. We challenge comparison with ANY car at ANY price.

Aside from its power, speed and easy riding flexibility, this car is notable for its QUALITY.

For the public has learned that the cars produced by manufacturers with large outputs are, after all' ONLY ONE YEAR CARS.

While a car like this Palmer-Singer, at a minimum of expense for renewals, continues to give unfailing service year after year, and at each annual repainting, seems, looks and IS as GOOD AS NEW.

**\$3000—**

SIX CYLINDERS  
4½ IN. BORE, 5½ IN. STROKE  
60 HORSE POWER (ACTUAL)  
138 INCH WHEEL BASE  
SELECTIVE TRANSMISSION  
FOUR SPEEDS FORWARD  
MULTIPLE DISC CLUTCH  
BOSCH DUAL IGNITION  
PRESSURE GASOLINE SYSTEM  
3 JET P. & S. CARBURETOR  
LIVINGSTON RADIATOR  
2½ INCH SPOKES  
36 INCH WHEELS  
IMPORTED BALL BEARINGS  
INCLOSED SHAFT DRIVE  
FIVE PASSENGER TOURING  
FORE DOOR OR OPEN BODIES  
GUARANTEED ONE YEAR

**—\$3000**

The new \$3,000 price means no material increase in output—no economy of quick construction and cheap work.

Our output is limited, as always, to the number of cars we can build carefully during the daylight hours. At \$3,000 the cars we can make will be quickly snapped up. To get one requires immediate action. Telephone Calumet 1090 for a demonstration—or call at our Chicago showrooms.

**PALMER & SINGER MFG. CO.**

2638-2640 Michigan Ave., Chicago

**Palmer-Singer Service Really Serves**



WE aim to solicit the best trade, and are anxious to have Grain Dealers ask us why we are in position to give them *better* service and *better* coal.

We mine coal of highest heat efficiency, burns freely, and does not clinker.

## "Harrisburg Southern"

is the best steam and domestic coal mined in Illinois, and every car we ship is guaranteed.

## Harrisburg Southern Coal Co.

1210 Merchants Loan and Trust Bldg.  
CHICAGO, ILL.

# Do Not Wait

until your elevator is full of hot or damp grain before ordering a

## HESS IDEAL DRIER

which is designed especially to meet the needs of country elevator men. It will not be safe for you to buy wet or immature grain, unless you have a drier of known merit, one you can depend upon drying any grain as is wanted. Let us send you the essential facts and you will give one of our driers a chance to pay for itself.

Write to-day.

Hess Warming & Ventilating Co.  
907 Tacoma Bldg., Chicago, Ill.

Ask us about the Hess U. S. MOISTURE TESTER.



## The WESTERN Line Includes Everything Required in and About a Grain Elevator

All orders, large and small, receive the same careful attention. We pride ourselves on prompt shipments. Give our service a trial.

Bearings  
Belting  
Belt Conveyors  
Belt Tighteners  
Boilers  
Bolts  
Boots  
Buckets  
Bucket Bolts  
Boot Tanks  
Car Loaders  
Car Pullers  
Chain Drag Feeders  
Cleaners  
Cotton Waste  
Couplings  
Distributors  
Dock Spouts

Elevator Heads  
Engines  
Feed Gates  
Feed Mills  
Fire Pails  
Flexible Spouts  
Friction Clutches  
Garner Irons  
Gears  
Grain Samplers  
Grain Testers  
Grease Cups  
Grinders  
Indicators  
Lace Leather  
Link Belting  
Manlifts  
Perforated Metal

Power Shovels  
Pulleys  
Rope Drives  
Scales  
Screw Conveyors  
Set Collars  
Shafting  
Shellers  
Speed Indicators  
Spouting  
Sprocket Wheels  
Stay Rods  
Steel Legging  
Suction Fans  
Take-ups  
Turnheads  
Washers  
Wire Cloth

Write for catalogue

# UNION IRON WORKS, Decatur, Ill.



# "Wanted" and "For Sale"

The rate for advertisements in this department is 20 cents per type line each insertion

## MACHINES FOR SALE.

One 12 INCH MONARCH Attrition mill for sale. \$75. Guaranteed as good as new. Address Monarch, Box 12, Grain Dealers Journal, Chicago, Ill.

### FOR SALE.

No. 3 Marseilles Sheller.  
25 h.p. Western Electric Induction Motor.  
1 Rapid-Fire Hay Press.  
All in first class condition. Address C. B., Box 1, Grain Dealers Journal, Chicago.

MACHINES not in use can quickly be sold by an advertisement in the "Machines For Sale" column of the Grain Dealers Journal, Chicago, Ill.

PETERSON OAT BLEACHER in good running order. Cheap. To be replaced by larger machine. Snap for Country Elevator to get in shape to handle stained oats at fraction of cost new machine. Address Bleacher, Box 1, Grain Dealers Journal, Chicago.

FOR SALE—Two burner Hess Grain Tester, 1 oat clipper, one warehouse separator, one 48,000 lb. capacity Buffalo Hopper Scale with all the framing timbers, one Buffalo Hopper Scale. All of the above in first-class order. Will be sold cheap. Address The Raymond P. Lipe Co., Toledo, Ohio.

SECOND HAND FOR SALE—Attrition mills: 3-24" Cogswell's; 1-24" Monarch; 1-20" Unique; 2-24" Foos; 1-19" Foos; 3 pair high roller mills; 2-9"x18" Noye gear drive; 1-9"x15" Case; 1-7"x18" 3 pair high Alfrie, belt drive; 1-7"x15" Alfrie, 2 high roller mill. Separators: 1 No. 1½ Barnard & Leas milling, 1 No. 31 Barnard & Leas Receiving; 1 No. 258 Eureka Magnetic, 25 bu. cap.; 1 No. 256 Monarch Magnetic, 50 bu. cap.; 1 No. 0 Howes Magnetic, 35 bu. cap. Dust collectors: 1 No. 3 P, 1 No. 4 A, 1 No. 2-B Wilson Tubular, 1 No. 2 Monarch. Address Sprout, Waldron & Co., P. O. Box 260, Muncy, Pa.

SECOND HAND MACHINERY. — We offer the following Rebuilt Machinery at greatly reduced prices (subject to prior sales): Largest stock in the world.

Separators—No. 3, and No. 98 Barnard's No. 8 Eureka Elevator Separators. No. 0 and No. 4 Richmond, No. 3 Eureka. No. 4½ Barnard's Milling Separators.  
Oatclippers—Nos. 6, 8 and 9 Invincible, No. 4 and No. 321 Eureka and No. 4 Barnard's.

Feed Mills, 9x13 Hutchison; 7x14 Great Western; 6x18 Hutchison; 9x18 Graham, all two pair high; 9x24 Alfrie, and 9x30 Wolf, all three pair high; No. 3A Howell three Roller Mill, and many others.

Roller Mills—All sizes and makes, single and double.

Attrition Mills, 22 inch and 26 inch Foos, 30 inch American, 22 inch Unique, 16 inch Monarch, 20 inch Monarch, 24 inch Robinson, 18 inch Excel.

Corn Crushers, Nos. 7 and 8 Bowsher; No. 1, Styles N. L. and T. Foos; No. 6 Excel; Vertical Nordyke & Marmon Ear Corn; No. 2 Acme.

Corn Shellers—No. 2 and No. 4 Victor, No. 2 Western, No. 5 Keystone, No. B Standard and 2-Hole Joliet, Western Mill Sheller.

Steam Drier—No. 0 and No. 3 Cutler with steam trap.

Elevator Belts—800 ft. 22 inch, 6 ply Rubber Belt with 20x6 Buckets attached @ 50c per ft., and many other sizes.

Pulleys—A big lot, both wood and iron, from 3 inch to 10 ft. in diameter. Write for December issue of "Gump Bargains," giving complete list of all machines in stock.

B. F. Gump Co., Mill and Elevator Machinery, 431-433-435-437 S. Clinton St., Chicago.

## MACHINES FOR SALE.

MORE SNAPS. Read the following list of items, many of which appear this month for the first time. We wish to move these goods as soon as possible and consequently will make very low prices on them. If interested write us at once for our bargain prices. 1 Berryman patent feed water heater and purifier, has copper coils; one 5 h.p. steam engine, 1 1½ a.p. gasoline engine; 1 No. 4 and 1 No. 8 Buffalo forge fan, 1 suction dust fan, height 3', pulley 6x8; 4-500 bu. Fairbanks hopper scales, 2 double automatic shovel machines; 1 No. 9 Monitor dustless double barley separator, 1 No. 8 special barley separator, 1 Rochester flax, grain and seed cleaner, 2 hand power clipper grain and seed cleaners, 4 steel boot tanks, 1 distributing grain spout, 250 iron sheaves for ½" rope, 1 3" flue blower, 1 4" flue scraper, 5 kegs of lag screws, 50 pieces 5/16" galvanized wire rope 40 ft. long, with rings at each end; 2 sack and 1 box trucks, 1 friction clutch pulley, 1 26" rubber drive belt, 2-26" rubber conveyor belts, 1-20" elevator belt, 2 pieces of 24" rubber conveyor belt, 3 swinging belt tighteners; 130 3"x14" boiler flues in good condition, 50' of 1½" cotton hose, 10 1½" T. valves for hose connections, 2-3" gate valves, 100 valves of various sizes and descriptions, 1½ pint lubricator. New perforated zinc sheets, also elevator buckets and cast iron washers, bolts 2" to 16" long. La Crosse Wrecking Co., La Crosse, Wis.

## MACHINES WANTED.

WANTED A Second Hand Hopper Scale, in good condition. Address S. E. Wainwright, Lenox, Iowa.

WANTED—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of the Grain Dealers Journal in securing prices and estimates of machines for sale. We can save you money. More than value received.

## BELTING.

WANTED—About 150 feet 16 inch belt with 15 inch buckets. Wm. Rotsted Co., 1835 N. Ashland Ave., Chicago, Ill.

## 10,000 FEET NEW RUBBER BELTING.

2 inch, 3 ply, 4c per foot.  
3 inch, 3 ply, 7c per foot.  
4 inch, 3 ply, 11c per foot.  
5 inch, 4 ply, 15c per foot.  
6 inch, 4 ply, 22c per foot.  
Other widths and plys equally low price  
Samples sent showing quality.  
J. F. Ripley, Joplin, Mo.

## SCALES FOR SALE.

SCALES for elevators and mills, lowest price. Chicago Scale Co., Chicago.

SCALES of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

SCALES are the trial balance of your business, therefore have them correct. Our large force of mechanical scale experts and our unequalled facilities at your service. Write or wire, Indiana Scale & Supply Co., Indianapolis, Ind.

## REFITTED SCALES.

400-600-800-1000 and 1500 lb. Portables.  
4-6 and 10 ton 14 and 22 ft. Wagon.  
1200-2000-2500 and 5000 lb. Dormants.  
48 ft. 80 ton and 44 ft. 100 ton R. R. Track. The right scale at the right price.  
Southern Scale Co., 407 N. 4th, St. Louis.

## GASOLINE ENGINES

10 H. P. INTERNATIONAL GASOLINE engine for sale. Used 5 months. Putting in electric power reason for selling. Frank Gibbons, Dwight, Ill.

1 20 H. P. FAIRBANKS-MORSE gasoline engine, practically brand new. Fifty other sizes and styles. Write us if you need power. The Badger Motor Co., Milwaukee, Wis.

FOR SALE—12 h.p. stationary Webster gasoline engine \$225; 15 h.p. stationary Fairbanks gasoline engine \$325. Both of these engines have been sent back to the factory to have the cylinders re-bored and new pistons so that both are practically as good as new. Bad Axe Grain Co., Bad Axe, Mich.

## GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.  
25 H. P. Columbus.  
25 H. P. Fairbanks-Morse.  
22 H. P. Fairbanks-Morse.  
15 H. P. Fairbanks-Morse.  
12 H. P. Fairbanks-Morse.  
6 H. P. Fairbanks-Morse.  
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

## STEAM ENGINES—BOILERS.

FOR SALE—40 H. P. Chandler & Taylor steam engine. Good as new. \$150. Fortville Milling Co., Fortville, Ind.

1-45 H. P. Columbus gasoline engine,  
1-60 H. P. Brownell Auto steam engine,  
1-25 H. P. Atlas steam engine,  
1-25 H. P. Lansing steam engine.  
For sale cheap.  
McLaughlin, Ward & Co., Jackson, Mich.

## DYNAMOS—MOTORS.

ECONOMIZE—Use Electric Motors. Will save time, space and money. Require no attention. Every used motor sold by me is thoroughly overhauled, tested and guaranteed. I have some good bargains in used motors. Also sell new motors. Write at once for prices. E. H. Nagelstock, Rector bldg., Chicago.

## ELECTRIC MACHINERY BARGAINS.

180 Light, 125 Volt, Multi-Polar, Westinghouse dynamo, complete with switchboard .....\$155  
50 Light, 110 Volt dynamo, new, complete with switchboard and 5 h. p. hopper cooled gasoline engine..... 250  
5 h. p. 3 phase motor..... 65  
All sizes of motors and dynamos at lowest prices. Send us your inquiries.  
Aaron Electric Co.,  
118 S. Clinton St., Chicago, Ill.

## FERRETS.

FERRETS FOR SALE—Don't let rats destroy your property and eat up your profits when ferrets will exterminate them. Prices right. Address Keefer Bros., Greenwich, Ohio.

## BOOKS FOR SALE.

THE FINEST BOOKKEEPING system known for Elevator Companies. Hundreds of testimonials. Send for sample page. Economy Co., Roswell, S. D.

## BUILDING MATERIAL.

2 MILLION FT. 2x6, 2x8, 2x10 hemlock cribbing; all size timbers, boards and ready roofing. J. G. Ruel, 7337 Stony Island Ave., Chicago.



**ELEVATORS FOR SALE.**

**IOWA.** For sale elevator and coal business. A good proposition. Address X. Z., Box 9, Grain Dealers Journal, Chicago, Ill.

**KANSAS**—For sale 12,000 bu. elevator and coal business. A good proposition, \$6,500. Address B. J. B., Box 2, Grain Dealers Journal, Chicago, Ill.

**KANSAS**—For sale 10,000 bu. elevator on Mo. P. R. R., at Manning, Kans. House in good repair, and in good wheat country. For particulars write Evert Keller, Odessa, Mo.

**SOUTH DAKOTA.** Elevator for sale, located on S. D. Central Ry. In first-class condition and at reasonable price. A good bargain. Address Box 101, Watertown, S. D.

**SOUTHWESTERN IOWA** elevator and coal business for sale in town of 1,500. Good territory; on own ground. Address I. R. V., Box 10, Grain Dealers Journal, Chicago, Ill.

**IOWA.** For sale—lumber yard, 2 elevators, 6 coal bins and cement block plant, all one business in Cherokee, Iowa; all doing good business. Address Elmo Archer, Cherokee, Iowa.

**NORTH DAKOTA AND MINNESOTA.** For sale 16 elevators located in N. D. and Minn. Good stations and prices reasonable. Will sell either as a line or separate. Address 308 Board of Trade, Duluth, Minn.

**OHIO**—For sale 40,000 bu. elevator and coal business located on Big 4 and T. & O. C. Rys. Handles 150,000 bus. annually. No competition. Price \$12,000. Inquire of O. D. Brungard, Ridgeway, Ohio.

**SOUTHWESTERN KANSAS**—10,000 bus. turkey wheat elevator, new machinery, no competition, shipped 85,000 bus. in 3 months. \$5,000. Address Turkey, Box 2, Grain Dealers Journal, Chicago.

**MICHIGAN**—For sale, 25,000 bus. cribbed elevator, loose and baled hay barn, fruit and potatoe storage. A bargain if bought quick. Address Bargain, Box 2, Grain Dealers Journal, Chicago.

**WISCONSIN.** 10,000 bu. elevator and 50 bbl. steam roller mill for sale. On side track of main line of C., M. & St. P. R. R. No competition. Up to date flour and feed mill (Allis System). Everything in good running order. Address Wisconsin, Box 11, Grain Dealers Journal, Chicago.

**OKLAHOMA.** \$4,500 gets best 15,000 bu. studded elevator in eastern Okla. Built 3 yrs. 40 to 60 M. bu. annually; corn meal and feed outfit; all cost \$6,000; good hay and hog point and large territory to draw from. Address Okla., Box 1, Grain Dealers Journal, Chicago, Ill.

**WISCONSIN**—10,000 bu. elevator and feed mill with corn cribs, hay sheds and warehouse; 20 h. p. gasoline engine. Big flour and feed business. Everything in best of order, running daily. 3 R. R.'s. Price \$5,000, one-half cash, balance to suit purchaser. Address B. C. H., Box 9, Grain Dealers Journal, Chicago, Ill.

**ATHENS, MICH.** For sale 10,000 bus. elevator, feed mill and coal business. 15 h. p. gasoline engine, Monarch 16 in feed mill, two set 3600 lb. scales, one 4 ton wagon scale, one Eureka No. 3 cleaner, one Eureka oat clipper. On M. C. R. R., reason for selling failing eyesight. P. I. Simons, Athens, Mich.

**OHIO.** New elevator for sale equipped with 26 h. p. gas engine, No. 2 Western sheller, combination cleaner; the best up to date elevator in Ohio, doing a business of \$100,000 annually; sickness one reason, and wish to retire the other. Terms to suit. Don't answer unless you mean business. Address H. E. T., Box 12, Grain Dealers Journal, Chicago.

**ELEVATORS FOR SALE.**

**ILLINOIS.** For sale 2 elevators at same station. No other competition. In McLean County, Ill. C. F. Stubblefield, Stanford, Ill.

**IOWA.** For sale two good cribbed elevators in northwest Iowa on the Rock Island. Address K. R., Box 1, Grain Dealers Journal, Chicago, Ill.

**NORTHWESTERN OHIO.** For sale, one of the best elevator and coal propositions in the state. Address C. O. D., Box 7, Grain Dealers Journal, Chicago.

**ILLINOIS.** For sale, my elevators at Holder, and Brokaw, Ill. Bed rock price and terms to suit purchaser. Address Holder, Box 12, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS**—Elevator of about 8,000 bus. storage capacity, in a good grain territory. Everything in good repair. Can handle 300 to 500 bus. per hour. Reason for selling I have two and cannot personally superintend both. Situated on L. & N. R. R. in Gallatin Co. Good outlet to southern markets. For particulars address P. O. Box 275, Shawneetown, Ill.

**INDIANA.** First buyer may have our 100M bus. capacity elevator, all cribbed, with every modern equipment. First-class thruout. Ships over 500 M bus. of corn and oats. Conditions No. 1. \$30,000. John A. Rice, Frankfort, Ind.

**CENTRAL ILLINOIS**—A 25,000 bus. elevator in central Illinois in one of the best grain districts in the state. Handle about 200,000 bus. annually, also operate feed mill, and do a good retail business. Can handle other side lines. New 12 H. P. gasoline engine, and can have electric power if desired. One and a half acres of elevator property. Write B. R. C., Box 2, Grain Dealers Journal, Chicago, Ill.

**WESTERN OHIO**—25,000 bus. heavy cribbed elevator for sale. On own ground. Steam power, strong concrete foundation. Elevator and engine room floors concrete. Iron siding and roof, three stands of elevators, corn cleaner, corn sheller, attrition mill, wagon, hopper and platform scales. An up-to-date elevator. First class machinery and mill work. Handle flour, feed, salt, seeds, etc., as side line. Write O. K., Box 2, Grain Dealers Journal, Chicago.

**AUCTION.**

Grain Elevator.

Christiansburg, Ohio, Feb. 10th, 1912, at 1 P. M. o'clock. The elevator owned by Adam Bright will be sold on the premises at Public Sale to the highest bidder. The elevator is in excellent condition, 40 H. P. steam engine, 50,000 bus. capacity, handling 250,000 bus. annually. Machinery consists of sheller, cleaners, grinder, car loader, two stands of elevators and power dumps. This elevator is located on the S. T. & P. Electric Ry. and has connections with the C. H. & D., D. T. & I. and Erie Railroads. The best shipping facilities of any plant in the state. For further particulars write Bert W. Gearhart, Adm., or A. J. Bright, Atty., Christiansburg, Ohio. Col. Geo. Wallace, Auctioneer.

**MILLS FOR SALE.**

**INDIANA**—Flour and feed mill for sale. \$2,800, half cash, 50 bbl. capacity, feed 500 bus., good location. Great bargain, investigate. Write Ford Rodibaugh, Milford, Indiana.

**FLOUR AND FEED MILL**, 35 bbl. flour mill, water power, also gas and gasoline engine. E. Central Indiana. Terms to suit purchaser. Address E. C. I., Box 2, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Edna City Feed & Meal Mill, Edna, Kans. Mill doing good business, and a paying institution. Will sell for \$5,000 cash and invoice stock and supplies on hand at cost, will invoice about \$1,000. Reason for selling want to change climates. Address C. E. Page, Edna, Kans.

**ELEVATORS WANTED.**

**WANTED**—Grain, feed and coal business in Central or Middle Western States, in town of 8-15,000 population. Address Box 59, R. F. D. No. 4, Washington, Ind.

**GRAIN ELEVATOR WANTED**—Good agricultural section. Assistance will be given practical grain man, who will build 40,000 to 50,000 bus. house. Address W. E. Crowley, Sec'y, Logan, Mont.

**FARM FOR ELEVATOR.** 320 acres of fine farm land in the Red River Valley, Minn., ½ in cultivation; will trade for good elevator on the I. C. in northern or central Illinois. Address F. L. Suffern, Decatur, Ill.

**WE OFFER 800 ACRES** highly improved best San Luis Valley, Colorado, land for line of elevators worth the price, \$80,000. Every acre tilled and irrigated. Bargain. Address John A. Rice, Frankfort, Ind.

**WANTED AN ELEVATOR** in exchange for some good vacant lots in a good town in Minnesota. May put in some cash for a good house. Address W. E. Norelius, Plato, Minn.

**WANTED TO TRADE** two sections of good Montana grazing land with abundance of grass and water for an elevator in a live North Dakota or South Dakota town. Frank A. Cousins, Bismark, N. D.

**WILL TRADE 200 ACRE FARM** worth \$40 an acre, for a good elevator in good grain country in North or South Dak. Write for full particulars, Dakota, Box 10, Grain Dealers Journal, Chicago.

**OLD ELEVATORS BOUGHT.**

We are in the market to buy old elevators, mills, factories, warehouses or any large buildings, and will promptly comply with requests to bid on any properties answering such descriptions, in Wisconsin, Minnesota, Iowa, Illinois or Michigan. LaCrosse Wrecking & Lumber Co., LaCrosse, Wisconsin.

**BUSINESS OPPORTUNITIES.**

**BUYERS FOR LINE ELEVATORS.** See us for choice of 5 of the best lines in the grain belt. John A. Rice, Frankfort, Ind.

**GRAIN, COAL AND IMPLEMENT** business for sale. Good for \$5,000 per year. Investigate. Address Grain, Box 1, Grain Dealers Journal, Chicago, Ill.

**FOR SALE WAREHOUSE** and hay barn in good locality, doing good business. Cheap if sold quick. Address Warehouse, Box 11, Grain Dealers Journal, Chicago.

**NORTH CENTRAL IOWA.** For sale grain, coal and live stock business, all doing a right good and profitable business. Consideration \$4,500. Address Profitable, Box 1, Grain Dealers Journal, Chicago.

**ALFALFA MILL FOR SALE.**

One of the famous Rowland Patent alfalfa mills, grinds either Green, Wet or Dry alfalfa. Capacity 50 to 100 tons per day. Practically new, located at Sherman, Tex. Must be sold at a sacrifice by receiver, originally cost \$23,000. Can be moved by buyer. Address W. J. Walker, Receiver, 2919 N½, Galveston, Tex., or R. S. Rowland, Attorney, Oklahoma City, Okla.

**ELEVATOR BROKERS.**

**WE NOW OFFER** more good elevator bargains from \$10,000 to \$18,000 than we have for the last 8 years. John A. Rice, Frankfort, Ind.

**JAMES M. MAGUIRE, Campus, Ill.**, Elevator Broker, can suit you in an elevator from \$5,000 up. Can give good terms on many of them. Write for information or to make appointments.

**INFORMATION.**

"GRAIN DEALERS NEWS LETTER." Publisher's name and address wanted. Write Fargo, Box 2, Grain Dealers Journal, Chicago.



## SITUATIONS WANTED.

**POSITION WANTED** as grain buyer or to handle elevator; four years' experience. Address G. G., Box 113, Palco, Kans.

**WANTED—POSITION AS MANAGER** of an elevator. Am perfectly capable and can give reference. Married. E. L. Reed, De Witt, Ill.

**12 YEARS' EXPERIENCE** in the grain business, and would like to get position as manager of elevator. Am proficient with gasoline engines. Write. Exp. Box 2, Grain Dealers Journal, Chicago.

**WANTED POSITION** by hustling young married man, 6 years' experience as manager of elevator. Good accountant. What have you? Address Hustler, Box 2, Grain Dealers Journal, Chicago, Ill.

**YOUNG MAN DESIRES POSITION** as manager of an elevator or similar position in transfer elevator; Ill. preferred; at present employed as manager of small plant; 7 years' experience; reference from track buyers and commission merchants. Good reason for change. Address Change, Box 1, Grain Dealers Journal, Chicago.

**SITUATION WANTED AS MANAGER** or bookkeeper by married man, 30 years of age, with 14 years' experience in grain, coal and lumber. For last 7 years have had small interest in and managed 3 elevators. A 1 references and bond. Will be open after March 1st. Address R. G. W., Box 1, Grain Dealers Journal, Chicago.

## MILL LOCATION.

**FINE LOCATION** for a grist mill for sale. Write C. A. Eger, Fostoria, Ohio.

## SITUATIONS WANTED.

**POSITION** as buyer wanted by experienced grain dealer who understands millwright work. H. C. Clark, 229 W. Monroe St., Springfield, Ill.

**GRAIN BUYER** wants position with grain firm, 8 years' experience, married and speaks German. Write H. J. Shaffer, 62 W. Military St., Fremont, Nebr.

**WANTED** by experienced man to associate with firm as manager of elevator, grain, flour and feed. Address C. L., Box 1, Grain Dealers Journal, Chicago, Ill.

**YOUNG MARRIED MAN** experienced in buying and selling grain, also all-round office work, desires position, preferably in the west. Address A. D. H., Box 1, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as traveling grain solicitor in eastern Iowa territory by person with large acquaintance among elevator men of this section. Write S. M. P., Box 2, Grain Dealers Journal, Chicago.

**WANTED—A position** with a good live grain firm, have had 20 years of practical experience in the grain, coal and lumber business. Thorough knowledge of book-keeping and office work. Best of reference, married, sober and dependable. Will take interest if desired. Address G. G., Box 2, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

**TRAVELING SALESMAN** calling on elevators, etc., will hear of highly profitable side line (no samples) by addressing Dept. B, Box 663, Cincinnati, O.

## What have you?

### FOR SALE

An Elevator  
Machinery  
Seeds

## Do you want?

An Elevator  
Machinery  
Position  
Partner  
Seeds  
Help

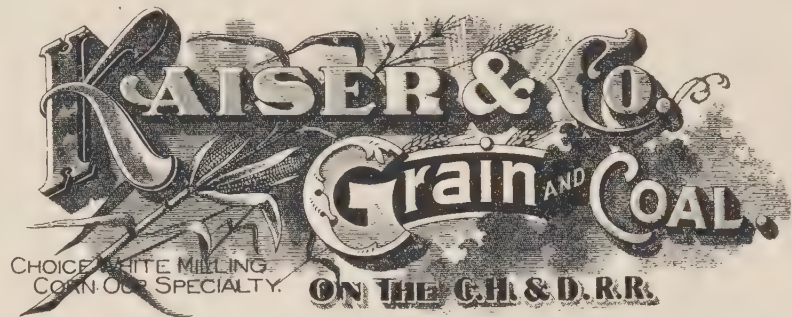
## Grain Dealers Journal

CHICAGO, ILL.

has 6,000 readers who would like to know. Tell them thru a "For Sale & Want" Ad. Costs 20 cents per type line.

The grain trade's accepted medium for "Wanted" and "For Sale" ads. is the GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it bring quick returns.

**CENTRAL ILLINOIS.** Grain and coal business for sale. Everything first class; fine town; good money maker, nothing better. Price \$9,500, part cash. Address Bargain, Box 5, Grain Dealers Journal Chicago, Ill.



Grain Dealer's Journal,

Chicago, Illinois.

NEWMAN, ILL. 3/31/11.

Dear Sirs:—

You may remove the enclosed add from the columns of your Journal. Our plant here has been sold to Mr. S. K. Bankert, Plymouth, Indiana. The plant we sold through Mr. John A. Rice, Frankfurt, Ind., however we must express our astonishment "pulling qualities" of the Journal. We were litterly snowed under with good strong inquiries, and you know that the elevator market is exceedingly dull just now.

We have used the Journal "add columns" frequently within the last ten or twelve years, and always with decidedly satisfactory results. It is our experience a case of making the price right; insert an add in the Journal, and first thing we knew we were out of business.

Yours truly,

Kaiser & Co.

## YOUR MESSAGE

Let the Grain Dealers Journal your message bear  
To progressive grain dealers everywhere.



**GRAIN WANTED.**

**SALVAGE GRAIN.** We buy grain salvage in any quantity, wet or dry. American Cattle & Poultry Food Co., Binghamton, N. Y.

**WANTED**—Off grade and salvage wheat and corn of every description. I make a specialty of it. C. C. Lewis, Chamber of Commerce, Buffalo, N. Y.

**NEW WHEAT AND OATS** of every description wanted. Mail samples and name price delivered Philadelphia. Address L. F. Miller & Sons, Phila., Pa.

**QUOTE CORN** in two bushel bags, bran, ear corn, sacked oats, pure corn chops and hay, car lots delivered group three Texas points. Everett Grain Company, Belton, Texas.

**GRAIN FOR SALE.**

**WHO WANTS CORN AND OATS?**

Write the Golden West Grain Company, Sioux Falls, S. D. They have an abundance of it and can ship everywhere.

**HAY WANTED.**

**HAY & STRAW WANTED**—Correspond with us. W. J. Armstrong Co., Milwaukee, Wis.

**HAY & STRAW WANTED**—Correspond with us. T. D. Randall & Co., 92 Board of Trade, Chicago, Ill.

**ALFALFA HAY WANTED.**

Get our prices before selling. We are the largest handlers in the Middle West. Albert Miller & Co., 192 N. Clark St., Chicago, Ill.

**FLOUR FOR SALE.**

**MIXED CARS** of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

**MEAL WANTED.**

**MEAL AND CHOPS WANTED.** We are in the market for continuous shipments of corn meal and chops and will be pleased to hear from manufacturers. Metzger & Gibson, Meridian, Miss.

**CRACKED WHEAT WANTED.**

**CRACKED WHEAT, CAR LOTS.** The Philadelphia Seed Co., Inc., Philadelphia, Pa.

**Grain Receiving REGISTER**

This book is designed to facilitate the work of the country grain man in keeping a record of weights of grain received. At the top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each book has 100 pages, 8½ x 14 inches, and each page 40 lines, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on linen ledger paper, and substantially bound in extra heavy canvas covers. Order Form 12AA

Price, \$1.50

**Grain Dealers Journal**  
La Salle St., CHICAGO, ILL.

**SEEDS FOR SALE—WANTED****The Indiana Seed Co.**

Indianapolis, Ind.

We are in the market for Clover, Timothy, Alsike and other field seeds.

Send samples for our bids

**John A. Salzer Seed Co.**

GROWERS and DEALERS of  
**FARM and GARDEN SEEDS**

LA CROSSE, - WISCONSIN

**The Toledo Field Seed Co.**

**Clover and Timothy Seed**

Consignments solicited. Send us your samples.

Toledo, Ohio.

**THE ILLINOIS SEED CO., Chicago, Ill.**

**WE BUY AND SELL**

TIMOTHY, RED, WHITE, ALSYKE AND ALFALFA CLOVERS, RED TOP, MILLETS, BLUE GRASS, SEED GRAIN.

Ask for Prices. Mail Samples for Bids.

**If Your Business**

isn't worth advertising  
advertise it for sale.

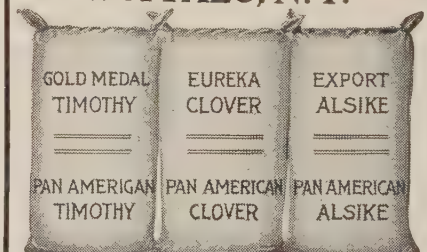
**Can You Offer**

Cane - Millet - Clover - Pop Corn

Send Samples

**J. G. Peppard Seed Co.**

Kansas City, Mo.

**Whitney-Eckstein Seed Co.**  
**BUFFALO, N. Y.**

Timothy, Red Clover, Alsike, Alfalfa, White Clover, Crimson Clover, Canada Bluegrass, Redtop, Millets, Lawn Seed, Orchard Grass, Seed Grains, Peas, Popcorn, Etc.

**Correspondence Solicited**

**K**AFFIR **K**ORN and **M**ILO **M**AIZE

**Tomlin Grain Co.**

KANSAS CITY, MO.  
BUYERS AND DISTRIBUTORS

Ask Us For Price

**KEEP POSTED.**

**GRAIN DEALERS JOURNAL**

La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar and Fifty cents for one year.

Name of firm.....

Capacity of Elevator      Post Office.....

.....bus.      State.....

**If there is a harvest ahead—even though it be a distant one—it is poor thrift to be stingy with your seed corn**

—Carlyle

**Select good seed and plant it here**

*Grain Dealers Journal.*



# SEEDS FOR SALE—WANTED

## SEEDS FOR SALE.

WE MAKE A SPECIALTY of high grade seed corn, also seed oats. Aye Bros., Blair Nebr.

FOR SALE 500 bu. fancy quality broom corn seed. C. W. Harris, Mattoon, Ill.

ORCHARD GRASS AND BLUE GRASS. Ask for free booklet, samples and prices, car lots or less, Louisville Seed Co., Louisville, Ky.

GERMAN MILLET is our specialty and we are now in position to furnish the trade with new crop seed either in small or large quantities. Correspondence solicited. D. H. Clark, Galt, Mo.

NEW MADRID SEED CORN for sale in car lots. Both white and yellow. Specially selected and put up in even weight branded bags. Jaspar, Newsum & Co., New Madrid, Mo.

RED CLOVER (dodder-free), Spring Vetch, Hairy Vetch, D. E. Rape, Hemp, Sunflower, Millet, Canary, etc. The Philadelphia Seed Co., Importers, Philadelphia, Pa.

CHOICE ALFALFA SEED for sale. Guaranteed free from weed seeds or dodder. U. S. Agri. test 98.75% pure. In bushel lots \$11 per bushel, less \$11.50 per bushel. Write, J. M. Gates, Fort Crook, Nebr.

## ALFALFA SEED

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

THE C. A. SMURTHWAITE CO.  
OGDEN, - - - UTAH  
Est. 1887



Headquarters for Wisconsin Grown Timothy and Clover Also Dry Land Montana Grown Alfalfa  
ROSENBERG & LIEBERMAN  
MILWAUKEE, WIS.

## W. H. Small & Co. SEEDS

Clover  
Alsike  
Alfalfa  
Crimson Clover  
White Clover  
Timothy  
Red Top  
Orchard Grass  
Blue Grass

COTTON AND JUTE BAGS  
EVANSVILLE, INDIANA

## SEEDS FOR SALE.

ALSIKE and timothy seed. For prices and samples, write Walter G. Trumpler, Tiffin, Ohio.

UTAH ALFALFA SEED. Quality right, price right. Vogeler Seed Co., Salt Lake City, Utah.

FOR SALE a few cars of Hungarian seed. Send for samples and prices. C. E. Nichols & Co., Lowell, Ind.

ELEVEN HUNDRED BUS. TIMOTHY seed for sale. Write for samples and prices. Yost & Morley, Libertyville, Iowa.

CLOVER SEED for sale. Recleaned and free from buckhorn. J. W. Richards, Ferris, Ill.

WE HAVE 11,000 bu. of choice orange cane seed for sale. New crops. Ask for prices. Fairchild Bros., Endicott, Nebr.

BLACK AMBER CANE for sale. Fine seed and can furnish several cars at present. Write or wire Fowler Elevator Co., Fowler, Kansas.

CLOVER SEED for sale. Bought direct from the farmer. We handle no foreign seeds whatever, and operate in the finest clover seed section in Indiana. Write for samples. Stiefel & Levy, Fort Wayne, Indiana.

FOR SALE—Minnesota grown Blue Stem Wheat, Russian Green Seed Oats, Early White Seed Oats, Early Yellow Seed Oats, both a spread top oat, Iowa grown, Minnesota grown Yellow Dent and White Dent Seed Corn. Write for samples and prices. St. John Grain Co., Heron Lake, Minn.

## SEEDS WANTED.

WANTED TO BUY car of Japanese millet seed. C. W. Harris, Mattoon, Ill.

WANTED FIELD SEEDS, all varieties. Quote, with samples. J. Oliver Johnson, Chicago, Ill.

WANTED—Car load or less of first class speltz for seed purposes. Send sample stating quantity and lowest price. S. M. Isbell & Co., Jackson, Mich.

## IF YOU WANT

the Top of The Market for your TIMOTHY SEED Mail 2 oz. samples for bids to

SEED G. S. MANN, ROKER

512 Postal Telegraph Bldg., CHICAGO, ILL.

## SEEDS WANTED

CLOVERS—(Medium Red and Alsike) TIMOTHY

Garton Cooper Seed Co.  
SUGAR GROVE, ILL.

## FOR SALE

Alfalfa Seed Timothy Seed

THE NEBRASKA SEED COMPANY

OMAHA,

NEBRASKA

Have 10,000 Bu. CHICKEN FEED WHEAT on hand

Wire or Write for Samples and Prices

## HUHN ELEVATOR COMPANY

Chamber of Commerce, MINNEAPOLIS, MINN

THE ALBERT

# DICKINSON

COMPANY

# SEEDS

Timothy  
Clover  
Flax  
Agricultural

Grain Bags  
Pop-Corn  
Seed Corn  
Beans, Peas

CHICAGO

MINNEAPOLIS



Minneapolis Seed Company

Minneapolis, Minn.

# SEEDS

OUR SPECIALTY IS TIMOTHY

Send Samples for Prices

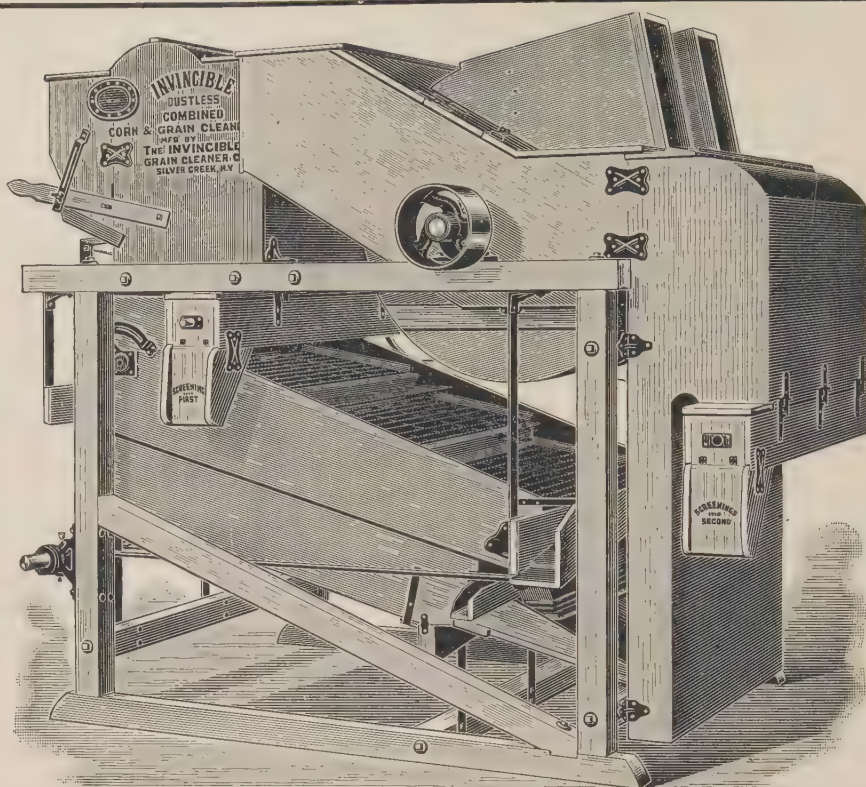


## The INVINCIBLE ADVANTAGES

of our  
Compound Shake Dustless  
Combined Corn and Grain  
**CLEANER**

1. It cleans two kinds of grain without change of screens.
2. Change can be made in a moment.
3. It makes a thorough air separation of the grains.
4. The separation is under perfect control.
5. It requires no bracing and will not shake the building.
6. It will pay for itself in a short time.
7. It is built under our personal supervision.
8. We guarantee it to do the work intended.
9. We will ship you a machine on 30 days' trial.

Write Us for Particulars.



## INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N. Y.

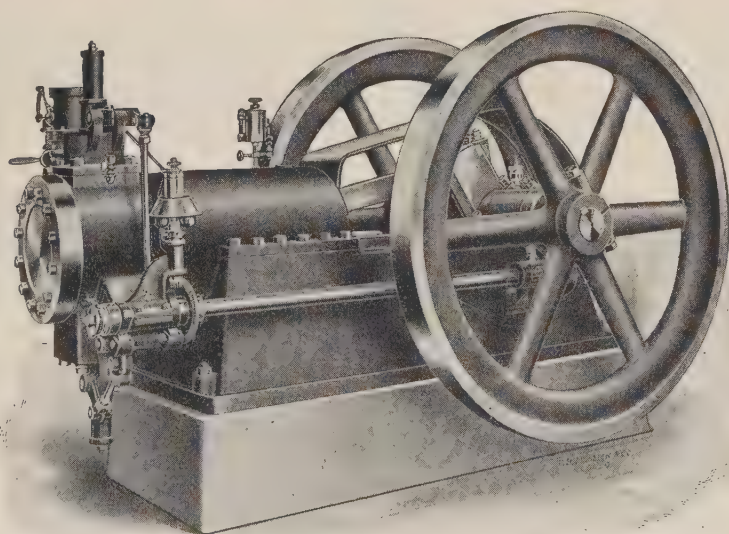
F. H. MORLEY, Jr., 512 Traders Bldg., Chicago, Ill.  
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.  
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.  
CHAS. H. STERLING, Jefferson House, Toledo, Ohio.

REPRESENTED  
BY

F. J. MURPHY, 225 Exchange Bldg., Kansas City, Mo.  
F. E. KINGSBURY, Terminal Hotel, St. Louis, Mo.  
J. J. CROFUT & CO., 612 McKay Bldg., Portland, Ore.  
STRONG-SCOTT MFG. CO., Minneapolis, Minn.

SPECIAL SALES AGENTS: BUCKLEY BROS., Louisville, Ky.,

## SUPERIOR GASOLINE ENGINES



Are the most economical  
**POWER** that can be in-  
stalled, no risk, always  
ready to start.

They are strong, durable  
and reliable. Each engine  
is fully guaranteed for pow-  
er and the consumption of  
fuel.

The **SUPERIOR** is espe-  
cially adapted to operate  
**ELEVATORS**, grinding  
**MILLS** and corn **SHEL-**  
**LERS**, and all other **MILL**  
and **FARM** machinery.

Write for Catalogue and Prices

**SUPERIOR GAS ENGINE CO., Springfield, Ohio**



## GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

by the

**Grain Dealers Company**

315 S. La Salle Street, Chicago, Ill.

CHARLES S. CLARK, Manager

### SUBSCRIPTION RATES

To United States, Canada and Mexico one year \$1.50; two years \$2.50; one copy 10 cents.  
To Foreign Countries within the Postal Union, prepaid, one year \$2.50; two years \$4.00.  
A Red Wrapper on your Journal means your subscription has expired.

### THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., JANUARY 25, 1912

A. B. MAXWELL has never been identified with the Grain Dealers Journal force, and is not authorized to collect money for us. A Michigan subscriber, from whom he collected money, reports that he claims to have been representing the Grimmeaux Subscription Agency, as well as the Grain Dealers Journal. He is reported to be about 5 ft. 7 in. tall, 140 lbs., slim, medium brown hair, very fair complexion, smooth shaven, middle aged. He wore a gray overcoat, and claimed to be the father of three pairs of twin boys, and also to have reported Harry K. Thaw's first trial. Any information that will lead to the capture of the swindler will be thankfully received. No representative is sent out from the Grain Dealers Journal office without a bountiful supply of cards, printed blanks and forms of the Journal, so it should be very easy for any of our representatives to prove their authority to, represent the Journal.

MEXICO has reduced the duty on wheat 66% and rumors are afloat that the duty on corn will soon be suspended, in order that the peons may not go hungry. While the supplies of grain needed by Mexico are not large, still the increased demand should exercise some influence on the American markets.

THE MORE persistent the agitation for care in the selection and testing of seed corn, the more grain the dealers will have to handle from the next crop.

SEEN any cars leaking grain in transit? Well then report the essential particulars and help your brother shippers to collect for their loss. He who helps quickly renders double assistance.

THE DESTRUCTION of one more of Chicago's grain elevators was started this morning with a terrific explosion of grain dust, which lifted the roof from the building. Naturally fire was communicated to so many different parts of the elevator that the 300,000 bushel structure soon lay in ruins. It is well not only to equip every modern elevator with dust collecting apparatus of the latest design, but necessary that it be kept in working order.

CONVENTION goes find much encouragement in the increasing brevity of papers read. Speakers are beginning to realize it is not expected they will cover the entire field of human experience, but quote only from their own knowledge. Specially revised editions of the encyclopedia were never welcome, altho occasionally courteously accepted. Present day facts and practical suggestions prompted by active experience are all the trade convention has time for consideration. With more interesting addresses all sessions will attract a larger attendance.

THE MOISTURE tester was placed on a high throne at the Indianapolis convention and its praises sung long, loud and frequently. If the farmers are determined longer to sell water by the bushel, it behooves them to get into immediate correspondence with the city distributors of "pure spring water" for country corn buyers will soon be docking all receipts to allow for the weight of the water contained and some of them will penalize the growers heavily for mixing the water with their corn. The growers are to blame hence they must pay the penalty.

INDEFINITE trade terms will soon go to their own funeral, as the Chicago Board of Trade proposes to end the use of "prompt," "immediate" and "ten days" as applied to shipping. These relics of pioneer days in the grain trade must give way to the positive number of "calendar days," so term of shipment specified will mean the same to all men. Trades will be reduced to exact terms and many expensive disputes and differences will be avoided. Ten other exchanges have already adopted "calendar days," to be used in specifying terms of shipment, in contracts for delivery of grain, and no doubt all other grain exchanges, as well as the grain dealers ass'ns. will soon come to take the same view of the old-time indefinite terms of shipment.

CONGRESSMAN A. J. Sabath of Chicago, has introduced a bill known as H. R. 18225, which is designed to exempt from duty imports of rice of all grades, rye, milk, sugar of all grades, wheat, barley, potatoes, butter, eggs, live stock and meats of all kinds. While there is little hope of such a bill getting thru the present congress, it is interesting to note that the high cost of living is making its influence felt even in Congress.

THRESHERS of beans and grain in Michigan will soon be required to take out a license and make weekly reports of the amounts of grain and beans threshed, if the Michigan Bean Jobbers Ass'n has its way. This proposition, which was presented at the last meeting of the Ass'n, seems to be a most excellent one for arriving at more definite information regarding the amount of agricultural products harvested each year. The sworn statements of the thresher, together with fear of having his license cancelled for false reports, will be likely to encourage all threshers to exercise greater care in determining the amount threshed.

CLEANING grain before shipment was recommended so persistently by terminal market speakers at the Indianapolis convention, that some of the shippers must begin to think there is something to be gained by thoroly cleaning grain before shipment. The freight paid on dirt shipped as grain each year would much more than pay the interest on a first-class cleaner in every country elevator. The indifferent results obtained by many country elevator men as the result of thotless, careless work or the use of poor machines is no doubt largely to blame for the small amount of cleaning done, but they can clean their grain properly and will soon do so as the losses traceable direct to the dirt are too great to permit of a continuation of the old time slipshod methods.

IF ALL grain trade organizations would persist in bombarding the crop compiling departments of state and federal government with protests and petitions for co-operation, to the end that we might have less variation, and more reliable crop reports, something would be done. Judging from the report of the Committee on Statistics of the Council, statisticians have not much use for their fellow workers, and seem unwilling to co-operate with one another to the end that the country be supplied with more reliable information. Variations of a million acres or ten million bushels in the reports emanating from state and national departments, proves beyond all doubt that somebody is far from right, consequently the trade cannot place much dependence upon these wild guesses. The crop experts need to have a real "get together" conference, but they'll not do it until the trade demands it.



LIGHTNING RODS have been pressed to a new use in France, that of removing the electricity from the atmosphere and thereby preventing hail.

GASOLINE cannot be used with safety in thawing out frozen pipes, especially if an open can of gasoline is near by. A Michigan elevator man who recently tried this trick, lost his clothes and his life, but by chance the elevator was saved.

SHIPPERS of new corn to southern points should bear in mind that the climate of the south is much warmer and unless corn is well dried, it may spoil before it reaches unloading point, and especially so if permitted to be held and reconsigned by an interior broker.

HORSES in all parts of the corn belt continue to die with the blind staggers, as the direct result of eating moldy, rotten corn. Farmers gain little by turning horses into cornfields to eat the poor stuff the huskers would not take. Do any country buyers accept it?

NEW COMPLAINTS are reaching us from shippers whose Bs/L for corn sent to Texas has been given out by the bank without payment of draft. It seems that some Texas banks find nothing wrong in thus accommodating local brokers, to the extent that the original shipper is required to guarantee the quality of his grain to any destination that the broker may see fit to name. Shippers need to exercise greater care in selecting brokers in new territory, and they will experience less difficulty of this character.

FIVE YEAR farm leases, which are now being recommended by the Council of Grain Exchanges, in place of the old style one year lease, will surely prove a source of profit to both landlord and tenant. It will give both parties more in common, and prompt each to contribute more to the building up of the farm, to the end that greater results may be obtained. The one year tenant naturally strives to get everything he can out of the farm, without putting anything back and some leave little of value other than the site.

PRIVATE crop reports were denounced at the recent meeting of the Indiana Grain Dealers Ass'n. as well as at the Council of Grain Exchanges. The sentiment against these reports is becoming so strong that the grain exchanges will no doubt soon take some action to prepare reliable reports, free from bias, or else require members to refrain from circulating information of this character. If the trade has not confidence in the present reports which are compiled by the federal government, then steps should be taken to divert the money now wasted in free seeds to the use of the crop reporting bureau. With largely augmented funds, the crop reporting department would collect information that would be worth while.

CHICAGO'S State Grain Inspection Dept. is broke, financially busted, not because the department has failed to make money for the state, but because its funds must go into the state treasury, and the precinct politicians who ran the last legislature failed to appropriate sufficient funds to provide for the operating expenses of the department. Once again we say that the proper province of the government is to regulate, rule, control, *not* to serve.

THE MOVEMENT to secure the production of more and better grain in all agricultural sections, in which everybody seems to be taking active interest, promises to affect the country grain dealer in a new way. The crop improvement workers have discerned that their work to secure the production of better grain is all for naught, because some country grain buyers continue to do business in the old slipshod method, and refuse to recognize quality. When the grain buyers take to discriminating sharply against poor grain, and pay the full value for grain of superior quality, then they will wield a potent influence for the production of better grain. The farmers will also market their grain in cleaner condition, when the buyers discriminate against the dirt, and dock them for it. The era of more careful business methods is upon the grain trade *now*, and those who refuse to fall into line and adopt modern methods must soon be sacrificed to competition.

DEALERS who buy grain from farmers for future delivery, will avoid many misunderstandings, differences and disputes, thru the use of written contracts which are clear and complete in all details. Written contracts which are ambiguous or confusing, are almost as bad as oral contracts, because it will be necessary, if they are ever brot into court, to produce evidence to make clear their intention. For this same reason, the entire trade would be in much better condition if uniform forms of confirmation of the purchase and sale of grain were used. Printed forms of contract are generally carefully drawn, and if properly drawn, contain no indefinite terms, so that their meaning is clear without explanation. Then, too, the records of the courts and of arbitration committees disclose that many of the contracts made in the grain trade are defective, because they are incomplete, and do not cover certain essential elements of the transaction. Such contracts often result in expensive litigation, because of the opportunity for differences of opinion as to the missing term of the transaction. Printed contracts, which are carefully prepared and used without amendment, or alteration, are far simpler, and much safer, and the users of such can generally do business upon a closer margin, because of their careful avoidance of disputes and losses.

THE CONGESTION of grain traffic in the Canadian Northwest has reached a stage where it is causing much physical suffering. Many towns in Saskatchewan have no storage room left, every available warehouse having been utilized, and still the farmers continue to haul in grain from long distances. The congestion is all due to lack of sufficient motive power and cars. Some of the railroads have been attempting to rent equipment from American lines. The congestion has been of such duration that Winnipeg receivers spend most of their time trying to trace shipments long past due, some of them more than three months on the road. One farmer who recently hauled a load of wheat forty-five miles to Elbow, Sask., found he could not even give away his load, and begged for provisions and fuel for his family. It is very evident that the Canadian railroads have not yet commenced to realize the wonderful development taking place in the grain growing sections of the northwestern provinces. Accordingly the pioneers must suffer intensely for the bare necessities of life.

#### WHY FIRE LOSSES ARE LESS.

Mutual fire insurance men, making a specialty of grain elevators and flour mills, experienced such a marked reduction in the number of fire losses during the last few months of 1911, that they are disposed to credit the result to an active interest, on the part of property owners, in their property, and to the increased effort on their part to reduce the fire hazards of their plants. Each company, and all of them working thru the Mutual Fire Prevention Bureau, has been working more earnestly than ever during the past year to arouse property owners to a full appreciation of the fire hazards of their plants. Thru different mediums, the property owner has been importuned to eliminate all the hazards possible, and to take every precaution known to the fire insurance expert, for preventing fires, as well as for extinguishing them in their incipency.

It is but natural that property owners insured in mutual companies, and on the mutual plan should take a more active interest in the reduction of hazards, because they will profit directly therefrom by an immediate reduction in the cost of insurance. The mutual companies never have aimed to reap a profit from their mutual business, and have always carried the mutual business at a much lower cost to the policy holder than to the cash policy holder. In a number of instances the mutual policies have been carried by the mutual companies at less than cost, their profit on the cash business being utilized to reduce the cost of insurance to mutual policy holders. A still greater reduction of fire losses is possible, and will result, if the property owners will continue to increase their vigilance against fire hazards.



## GOVERNMENT TELEGRAPH LINES

The postmaster general has come out with a proposition, for the government to take over the established telegraph lines, and operate them in connection with the postoffice department. He insists that "it would result in important economies and in materially lower telegraph rates." This is all buncomb. The scheme is designed, no doubt, to provide more voters, to keep the dominant party in power.

Many men who have been identified with the postoffice department in official capacity for twenty-five years or more, have time and again agreed that private enterprise could operate the department for  $\frac{1}{4}$  to  $\frac{1}{5}$  of present cost to the government, and while the telegraph tolls might be temporarily reduced, they would surely be greatly increased in short order, just as the telephone tolls have recently been doubled by the Manitoba government, which took over the telephone system of that province several years ago. Political economists admit, with regret, that it costs much more for government to do anything than to have the same service performed much more expeditiously and satisfactorily by private enterprise.

The argument of the postmaster general that the taxes now paid by the telegraph companies would be saved to the people is false. Those taxes go to paying the expenses of the government, and if the telegraph companies did not pay their share, then the people would have to pay more. The grain trade depends largely upon the telegraph for prompt transmission of thousands of communications daily. At present, if the telegraph company fails to perform the service for which it is paid, it is liable to the sender for damages resulting from its failure, but if the government were to take over the telegraph lines, and fail to perform the service, just as it would do in ten times as many cases as is done by the private corporations today, those suffering thru its failure would have no recourse to the courts for damages, and any complaints made would be in vain. If anyone has ever obtained any satisfaction by complaining to the officials of the postoffice department of poor or inefficient service, he has the congratulations of every publisher in the country.

If the telegraph service is not what it ought to be, then let the government enact laws for its regulation, which will make it the service needed by the people, but under no circumstances should the government take over the telegraph lines for the purpose of serving the public. Wherever government has attempted to supply light, gas, water, telephone or the transmission of messages, it has resulted in a material reduction in the service, as well as a disagreeable increase in the cost, and the grain trade is in no position to stand for either, when it comes to the transmission of its messages by wire.

Representative Cary of Wisconsin has introduced a bill in Congress, which is designed to carry out the ideas of Mr.

Hitchcock. However, the bill has been referred to the Postoffice Committee, and while it is doubtful if anything will be done at this session of Congress, it would seem to be in the interest of the grain trade that formal protest be filed early against the government going into the telegraph business.

THE MOVEMENT of grain during the recent cold snap was comparatively nothing, because the railroads were able to move little else than passengers and coal trains. Some ice trains did get thru, but the movement of grain was small, and at many switches large numbers of corn laden cars were held for weeks. Fortunately, the low temperature prevented grain from spoiling.

POOR QUALITY corn constitutes a larger proportion of the receipts in terminal markets this year than for many years past, and the inspectors of nearly every market are surprised at the continued large receipts of low grade stuff. Nearly 50% of the receipts in Cincinnati one week recently graded below No. 3. While 35% of the receipts in Chicago last week graded No. 3, the balance graded No. 4 and lower. The Chicago receipts during the first 14 days of the month were even worse, as only 15% graded No. 3, 71.5% No. 4 and 13.7% no grade. With such conditions prevailing, country shippers need to exercise unusual care in classifying their purchases, and all corn should be carefully cleaned and blown, before loading. Shippers do not need to suffer heavy losses on their corn shipments, even tho each one is not provided with a drier, as he should be. It is a very simple matter to clean corn, if the proper facilities are provided, and no grain shipper can afford to be without such facilities, as the loss on one carload will often amount to more than the cost of the best cleaner obtainable.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for publication, the initials, number, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Wabash 61378 passed thru Colburn, Ind., Jan. 23, in train 74, leaking white oats in small stream at side over trucks. No chance to repair as train was moving.—S. F. Noble.

Wabash 61378 passed thru Colburn, Ind., Jan. 23, in Train 74, leaking white oats in small stream at side over trucks. No chance to repair as train was moving.—S. F. Noble.

I. C. 22990 was set out for repair at Manson, Ia., Jan. 12; was leaking corn at draw bar. About 15 bus. leaked out while standing in yard for a few minutes. Leak was stopped by section men and corn put back in car.—A. Hakes.

RATE CONCESSIONS by railroads are no longer frequent or popular, and where discovered they are not profitable either to the carrier or to the shipper. The officials of the Standard Oil Co. of New York seemed to have labored under the delusion that they were putting one over on their competitors. It was finally brot to light that the company had accepted rate concessions from the Pennsylvania and New York Central Rys. in 143 different instances. Some time ago the railroads were assessed \$55,000 each and now the Standard Oil Co. has been assessed a similar amount. None of the U. S. courts seem to look with favor upon rate concessions of any character, and the prospect is that the practice will soon be a thing of the past, so the small shipper will have a fair chance to do business.

## HOW LONG WILL BUYERS ACCEPT IT?



Mr. Farmer.—So long as buyers accept it as corn I propose to pour in all the grain will carry.



## DEATH OF M. W. MILLER.

In the death of Melville W. Miller, president of the Ohio Grain Dealers Ass'n., the organized grain trade has lost a staunch and influential friend, and earnest worker. A man who has long been identified with association work in western Ohio, and one who was never too busy to lend his assistance to the settlement of any trade trouble.

He served the different associations in various capacities, and always with credit to himself and benefit to the organization. Conscientious, conservative and fair-minded, he seemed to enjoy smoothing over the rough places in the road for his brother dealers. His influence will be long remembered, and always missed.

During the recent zero weather, a careless farmer, who visited the elevator of Spencer & Miller at Piqua, dropped his black snake whip into the corn dump, with the result that the sheller was soon put out of commission. In attempting to repair the sheller, Mr. Miller became overheated, but continued to attend to business. The big movement of corn to the elevator made it seem necessary for him to expose himself, with the result that he was soon taken down with a heavy cold and chills. He was forced to go to bed, and the doctor pronounced it a bad case of pneumonia. After five days' illness his spirit passed on last Monday noon. His funeral, held today at Piqua, was attended by a large number of shippers from Indiana and Ohio, all of whom valued him highly, not only as a friend, but as a splendid co-worker for the improvement of trade conditions.

Melville W. Miller was born at Carey, O., 44 years ago. He attended school in Monroe, Mich. For a number of years he has been engaged in the grain trade

at Piqua, the style of the firm being Spencer & Miller. The following notice from the officers of the state ass'n. in a small measure reflects the high esteem in which he was held by the officers and members of that organization:

MELVILLE W. MILLER  
Our BELOVED PRESIDENT  
Our BROTHER FRIEND  
Died at his home, PIQUA, OHIO  
January Twenty-Second, Nineteen Hundred and Twelve  
Funeral Services Thursday the Twenty-Fifth,

Two O'clock P. M., at Piqua.  
Ever Faithful, Ever True He Lived  
not for Self, but for All.

"Death cannot separate what virtue unites."

Yours in sorrow,  
E. C. Eikenberry, J. W. McCord.  
Vice-President. Secretary.

MARKETS FOR SAMPLE  
Grain on Track.

Grain on track has been selling at steady to rising prices during the past two weeks. Each of the three principal cereals, wheat, corn and oats, met with improved demand on the sample tables.

In corn a readjustment of values appears to be going on between the different markets, the strength which for several weeks has characterized the Kansas City and other markets having spread to Chicago. No. 4 yellow corn sold at Kansas City Jan. 25 at 66c by sample on track, an advance from 64c on Jan. 13 of 2 cents. No. 4 yellow sold at 60c at Chicago Jan. 13 and on Jan. 25 at 63c, an advance of 3 cents. The May future at both markets has made practically the same advance, selling about 68½ at Kansas City and 67½ at Chicago. The discount on No. 4 thus is about 4½ cents at Chicago and 2½ cents at Kansas City.

Baltimore shows very strong for steam-mixed corn, spot, closing Jan. 24 at 68c; against 65½ on Jan. 13.

At Milwaukee No. 4 yellow sold on track Jan. 25 at 65c and 64c.

St. Louis, Kansas City and Peoria have been enjoying a good run of corn.

Wheat markets have been comparatively slow and featureless for the cash article, the rise having been speculative, the only incident worthy of note being the reduction of freight rates from western Canada to Minneapolis and Duluth. This depressed the futures there and was reflected in the cash market. No. 3 spring wheat sold Jan. 6 at \$1.04¼, de-

livered, at Minneapolis; against \$1.02½ Jan. 24, a drop of nearly two cents, while Chicago which quoted No. 3 spring at around 99c Jan. 6, advanced to around \$1.02 Jan. 24, for the cash grain. The futures at the two markets behaved in the same way, May wheat at Minneapolis being weaker than the spot.

RAILROAD MUST PAY FOR  
GRAIN DOORS.

The shipper's right to recover from the carrier his expense in providing grain doors for cars is completely sustained by the Supreme Court of New York, Appellate Division, in a decision given Nov. 15, 1911, in the suit by Leslie G. Loomis against the Lehigh Valley Railroad Co.

That the only suit of this kind ever begun by a shipper should have resulted so favorably is a matter of congratulation. The small amount involved has deterred shippers from starting legal proceedings to recover their just dues; hence this case is the only lawsuit involving grain doors, on record. It will be welcomed by hundreds of shippers of grain who must use the cars furnished, and themselves provide grain doors, when the carrier fails to do so.

The suit was commenced in August, 1909, to recover the value of certain lumber furnished by plaintiffs to construct certain doors in cars which were furnished to the plaintiffs for the shipment of grain, and which doors or bulkheads it is alleged were necessary in order to enable the plaintiffs to make the shipment of grain in the cars furnished to them by the defendant.

The decision by Presiding Justice McLennan follows in full:

The material facts are not in dispute. The plaintiffs were shippers of grain over the defendant's railroad. Seasonably, as it appears, they asked the defendant to furnish to them cars at certain points upon its railroad which would enable the plaintiffs to ship such grain. The defendant assumed to comply with such request, and furnished cars for the purpose of shipping the grain which the plaintiffs had caused to be assembled at certain stations upon defendant's railroad. When such grain was taken by the plaintiffs to such stations, they discovered that the cars furnished by the defendant for the transportation of such grain would not in any sense accommodate the shippers because there were no grain doors or bulkheads in the center, and that, therefore, if grain was put into such cars without grain doors or bulkheads, hardly half a load could be car-

## Daily Closing Prices.

The closing prices of wheat and corn for May delivery at the following markets during the past two weeks have been as follows:

## MAY WHEAT.

	Jan. 10.	Jan. 11.	Jan. 12.	Jan. 13.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 19.	Jan. 20.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago .....	100¼	100½	99¾	99¾	99¾	99¾	100%	100%	100¼	100%	100¾	100%	101¾
Minneapolis .....	106¾	106¼	106¼	106¼	105½	105	105½	105¾	105½	106	105½	105¾	106½
Duluth .....	105¾	105¾	105¾	105¾	104¾	103¾	105	104½	104½	105½	105	104¾	105½
St. Louis .....	99¾	99¾	99¾	99½	99	99¾	99¾	99¾	99	99¼	99¼	98¾	100½
Kansas City .....	101¾	101¾	101	101	100¾	100¾	101	100¾	100¾	100¾	100¾	100¾	101¾
Milwaukee .....	100¼	100¾	99¾	99¾	99¼	99¾	100½	100	99¾	100¼	100½	100	101¾
Toledo .....	101¾	101¾	101½	101½	101	101¼	102	101½	101¾	102½	102¼	101¾	102¾
New York .....	104¼	104¼	104	103¾	103¾	103¾	104¼	104¼	104¼	104½	105¼	104¾	106¼
*Baltimore .....	96½	97¼	96¾	96¼	96¼	96¾	96¾	98	98	98¼	98¾	98½	...
Winnipeg .....	100	100¼	100½	100	99¾	100½	100¾	100¼	100¾	100¾	100¾	100¾	100¾
†Liverpool .....	108	108¾	108½	108½	108½	108½	109¼	110	110	110½	110½	110	109¾
‡Budapest .....	129½	129¾	129¾	129¾	129¾	130¾	130¾	130¼	130¾	130¾	131¾	131½	130¾

## MAY CORN.

	Jan. 10.	Jan. 11.	Jan. 12.	Jan. 13.	Jan. 15.	Jan. 16.	Jan. 17.	Jan. 18.	Jan. 19.	Jan. 20.	Jan. 22.	Jan. 23.	Jan. 24.
Chicago .....	64¾	65½	64¾	64¾	64¾	65¾	66½	66½	66½	66½	66½	66	67½
*Baltimore .....	68¼	68¾	68¾	68	68¾	68½	69½	70	69½	70	69¾	69¾	...
Kansas City .....	65¾	66½	65¾	65¾	65¾	66¼	67¼	66¾	66¾	67	66¾	66¾	67¾
St. Louis .....	65¾	66½	65¾	65¾	66	66¼	67½	67¼	66¾	67¼	67	66¾	68¾
°Liverpool .....	76¾	77¾	77¾	77¼	77¾	77¾	78¾	79½	79½	79¼	79¾	79¾	79¼

Melville W. Miller, Piqua, O.

\*January delivery. †March delivery. ‡April delivery. °February.





ried with safety; that, if a full load was attempted to be loaded, a considerable part of it would fall out and be wasted. That being the situation, the defendant having practically agreed that on a certain day, at a particular station on the line of its road, it would have a car or cars for the accommodation of the plaintiffs' shipment of grain, the plaintiffs, relying upon such promise, came to the station or cars with the grain to be shipped and which would fill such cars. When such grain arrived, it was discovered that there was no provision made for building or making grain doors or bulkheads, and no material provided for that purpose.

**Shipper's Alternative.**—So that the plaintiffs concededly were under the necessity of deciding whether they would use the cars furnished to them for the purpose of taking their grain to its destination, which concededly as delivered to a station were wholly unfit for such purpose, or whether they would seek to remedy a trivial defect in each of such cars, to-wit: by building grain doors or bulkheads, and thus make the cars furnished by the defendant suitable for the purpose for which they were furnished. The plaintiffs in this case furnished at their own cost and expense only the lumber which was necessary in order to make the cars furnished by the defendant suitable for the purposes for which they were furnished.

**Shippers Obligated to Make Repair.**—Under the rule at common law, we think it must be conceded that the plaintiffs acted strictly within their rights in the premises. Indeed, under such rule, they were obligated to make such trivial repairs as might be necessary in order to use the cars furnished by the defendant rather than to say that, because of such trivial defects which rendered the cars useless for the purpose intended, they would not use the same, but would hold the carrier liable for all damages which might result either on account of a falling market or otherwise, because it failed, as it had agreed, to furnish cars suitable for the shipment which was to be made. We consider that there would be no difference, so far as the proposition of law is concerned, if the defendant in this case furnished cars to the plaintiffs for the shipment of their grain which were unsuitable for that purpose because they were not provided with grain doors or bulkheads than if it had furnished cars to the plaintiffs for the shipment of their grain in which there were holes in the roofs or in the floors, and which grain, if it had been put in such cars, would have been damaged or destroyed before it reached its destination, as the shippers well knew. Under such circumstances, would it not have been the duty of the shippers, if they attempted to use such cars, to repair the roofs or floors, to the slight extent indicated, make the shipment, and charge to the railroad company the cost of the repairs so made by them? At common law, or under all the laws that have been declared in the jurisprudence of this state, except as they may be modified by certain rules alleged to have been adopted by the Interstate Commerce Commission or by some federal statute in the premises, there can be no doubt but that such was the obligation of the carrying company and of the shippers. The railroad company agreed to furnish cars, impliedly, at least, at a certain station upon its railroad, at the instance of shippers of grain. It was understood by both parties that the cars asked for and to be furnished would be suitable for transporting grain. In substance, by the agreement of the parties, the cars were to be at a certain station at a particular time, and the shippers of grain were to have it there ready to be put into such cars. The cars came as agreed, the grain came ready to be placed therein, but it was discovered that through some oversight, intentional or otherwise, the cars were unsuitable for the transportation of such grain, and there was no provision made by the railroad company by which they could be made suitable. The shippers thereupon, at a comparatively trivial expense, made the cars suitable for the purpose for which they were intended, and in this action they are simply asking that the railroad company which has failed in the performance of its contract should make them, the shippers, good for the necessary cost incurred by them in making the cars which the railroad company had furnished suitable for the purpose for which they were furnished.

**Interstate Commerce Act.**—It, however, is urged that such obligation imposed by the common law is nullified or rendered nugatory by the interstate commerce act, section 9 of which provides that:

"Any person or persons claiming to be damaged by any common carrier subject to the provisions of this act may either make complaint to the commission, as hereinafter provided for, or may bring suit

in his or their own behalf for the recovery of the damages for which such common carrier may be liable under the provisions of this act in any District or Circuit Court of the United States of competent jurisdiction; but such person or persons shall not have the right to pursue both of said remedies and must in each case allege which one of the two methods of procedure herein provided for he or they will adopt."

As we interpret the facts in this case, there was no question which arose between the parties which was in any way affected by the provision of the interstate commerce act above quoted. You might as well say that if a man in the state of New York contracted with the New York Central Railroad Company to ship a load of cattle or of horses from Rochester to some point in Massachusetts, and through the negligence of the railroad company some of such animals were killed or injured, such shipper could not maintain an action in the courts of this state to recover the damages which he sustained. In the case at bar the contract was made and violated in this state, and for such violation we think the aggrieved party had the right to seek redress in the courts of this state.

Section 6 of the interstate commerce act provides:

"Every common carrier subject to the provisions of this act shall file with the commissioner created by this act and print and keep open to the public inspection schedules showing all the rates, fares and charges for transportation between different points on its own route. \* \* \* The schedules printed as aforesaid by any such common carrier shall plainly state the places between which property and passengers will be carried and shall contain the classification of freight in force and shall also state separately all terminal charges, storage charges, icing charges and all other charges which the commission may require, all privileges or facilities granted or allowed and any rules or regulations which in any wise change, affect or determine any part of the aggregate of said aforesaid rates, fares and charges or the value of the services rendered to the passenger, shipper or consignee."

**Furnishing of Grain Doors not a "Privilege or Facility."**—As I understand it, it is urged that the furnishing of lumber by the plaintiffs with which to make grain doors or bulkheads in the cars which were furnished for the purpose of shipping grain, and which were not suitable for such purpose until such doors or bulkheads were made, was a furnishing by the defendant of "privileges or facilities." We think the furnishing of lumber which was necessary to make the cars suitable for the purpose for which they were furnished was not in any sense the furnishing of "privileges or facilities" within the provisions of such act. Suppose one of the cars furnished to the plaintiffs in this action had come to the station where it was to be loaded with grain, and one of the hinges on the outer door had been broken to such an extent that such door would not remain in place. Could it be said, if the shipper had put on a new hinge in order to make such car serviceable, that he could not recover because the railroad company under the provisions of law above quoted was prohibited from furnishing to him "privileges or facilities"?

**No Attempt at Rebating.**—We think that the whole argument is fallacious; that it was never intended by the interstate commerce act to prohibit the parties to a contract, one a railroad company and the other a shipper, to make a valid agreement within the state, to be performed within the state, which would prevent either of such parties from invoking the rules of the common law for their protection and the securing of their rights in the premises. Of course, it must be admitted that if a shipper sought to make charges for repairs to a car or sought to make charges for other expenses alleged to have been incurred by him, which, in effect, would be a rebate of freight charges in his favor, such attempt would be condemned, and the Interstate Commerce Commission, under the provisions of the law creating it and defining its powers, would not only have the power, but it would be its duty, to declare such attempt illegal, and in violation of the provisions of the law. But in this case nothing of that sort is suggested, either in the evidence or upon the argument of counsel. It is practically conceded that the plaintiffs in this action only expended such money as was absolutely necessary in order to have their grain transported in the cars which the defendant furnished to them for that purpose. No suggestion of discrimination, no suggestion that a rebate was given to them. The plaintiffs in this action are simply asking that they be reimbursed for the actual value of the lumber which they put into defendant's cars

to make them suitable for the purpose of transporting grain which the defendant had agreed to transport. As it seems to us, there is absolutely no difference between this case than if they had used the lumber to repair a hole in the roof or a hole in the floor of any one of such cars.

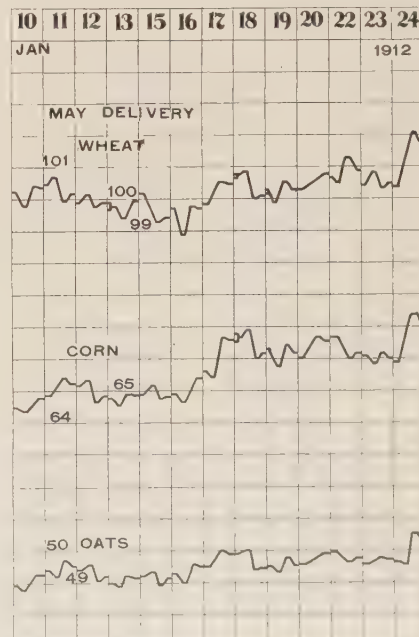
**Railroad Had Been Furnishing Doors.**—It also appears, although I do not consider it of very much importance, that the defendant railroad company for a period of a quarter of a century had been furnishing lumber for the very purpose of doing what the plaintiffs did in this case, to wit, for the purpose of making the cars furnished by the defendant for shipping grain suitable for such purpose, and, indeed, it appears that at certain stations upon the line of such railroad such lumber is still furnished. We conclude that the right of action which the plaintiffs assert is given to them by the common law, and that there is nothing in any of the provisions of the interstate commerce act or any other federal statute which prevents the enforcement of such right in the courts of this state where the cause of action arose.

**Shippers Performed Their Duty.**—The whole matter in controversy, as it seems to me, is extremely simple. The defendant, as required by the Interstate Commerce Commission, published a schedule of rates for the transportation of grain from points in this state to other points, some of them in foreign states. The plaintiffs in this case ordered cars to be furnished to them at certain points within this state; they agreeing to pay the schedule rate or tariff. The cars were furnished at a particular station. The plaintiffs were there with their grain to load it into such cars. They found that the cars were not suitable for carrying grain, but that by infinitesimal expense, to wit, by putting in grain doors or bulkheads and furnishing the lumber for the same, they could have their grain transported properly. They performed the duty which was imposed upon the defendant, and which it undertook to perform, to wit, to furnish cars suitable for the transportation of grain. They did it at the least expense, and in this action they only ask reimbursement. As we have seen, under such circumstances, they had a perfect cause of action at common law for the cost of doing what the other party, to wit, the railroad company, had agreed to do, but failed, and, as before suggested, we think that there is no provision of the interstate commerce act which prevents the recovery by the plaintiffs in the courts of this state of the actual amount of the expenditures made by them in the premises.

Judgment directed for plaintiffs, with costs.—132 N. Y. Supp. 138.

## Chicago Futures

Opening, high, low and close on wheat, corn and oats at Chicago for two weeks are given below. For complete collection of similar charts back ten years see The Journal's Chart Book.





## COUNCIL OF GRAIN EXCHANGES MEETING IN CHICAGO

The third annual meeting of the Council of Grain Exchanges was called to order at 11:15 a. m., Jan. 18, at Chicago, by Hiram N. Sager, president. Thirty-six persons were present. From Pres. Sager's annual address we take the following:

### PRESIDENT SAGER'S ADDRESS.

Since our last annual meeting, held in this city, new exchanges have become affiliated with the Council. Three of these joined our ranks prior to the midsummer meeting; they were the exchanges of San Francisco, Wichita and Peoria. Since the midsummer meeting three others have joined, being the exchanges of St. Joseph, Cairo and Detroit.

At this meeting the Merchants' Exchange of Memphis desires to re-affiliate. It originally joined under a misapprehension, or misunderstanding concerning the dues and costs of membership in the organization, and withdrew a year ago. Your President has suggested to the Memphis Exchange an arrangement whereby they be re-admitted under Clause B, and they have signified their desire to join under this arrangement and I hope you will ratify and confirm the action of your president.

On behalf of the older members of the Council, I desire to extend to these new members, some of whom are with us today, a most cordial and sincere welcome. We are glad to have you with us. We need your co-operation and assistance. Our deliberations will be enriched by your counsel and your advice. I venture to say that your associations will not fail to be benefited by co-operation with us in the work before us, in the efforts made to improve trade conditions in our own markets, and in the broader field of public usefulness in which we are taking an active part.

The objects of the Council, as recited in our Constitution and By-Laws are "to increase the efficiency and extend the usefulness of exchanges trading in agricultural products; to promote uniformity in custom and usage; to facilitate the adjustment of business controversies and differences that may arise between members of the various exchanges; to render enforceable the principles of justice and equity; to encourage the enactment of wise and helpful legislation; to enlighten the general public as to the important service rendered by exchanges in handling agricultural products; to cultivate reciprocal relations between the trade of North America and that of other countries; to obtain by affiliation those greater legitimate advantages unattainable by separate and local effort; and generally to advance the welfare of the grain trade, its allied interests and all those engaged in the production, handling, marketing, and consumption of agricultural products."

It has long been evident to thinking men in the grain trade that the Exchanges, by reason of their self-centered interests; by reason of their isolation and perhaps aloofness each from the other, and possibly by reason of petty jealousies and trade conditions, were missing opportunities to improve the general conditions surrounding the grain trade, to facilitate the transaction of business by bringing about greater uniformity of rules and customs, and much more than that, were missing an opportunity to engage in larger public work for the benefit of all interested as producer or consumer in the grain production of this country; and it was readily recognized that by co-operation, by team work, by having an organization where we could get together and discuss our differences and consider plans for improvement and for general betterment, the welfare of the grain trade as a whole would be largely advanced. Out of that the Council of Grain Exchanges was born. It is but an infant as yet, being less than thirty months old, but it has already justified its existence, and we are looking forward to better and larger things to grow out of the activities of the Council in the future.

You will have noticed in the purpose and objects of the Council which I read, many worthy subjects. To my mind two of those objects stand out as of prime importance. First, "to enlighten the general public as to the importance of the services rendered by the Exchanges;" and secondly, "to obtain by affiliation those greater legitimate

advantages unattainable by separate and local effort." In other words, intelligent publicity and earnest co-operation.

During the past year your officers have devoted themselves largely to these two objects. We have recognized, as every man in the grain trade well knows, that as an outgrowth of misrepresentation and misinformation, or lack of information, the general public at large has a very imperfect, and in many, many cases, very incorrect impression of the Exchanges, why we exist, what we are doing.

The other object to which we have addressed ourselves, largely co-operation, accomplishing by team work what would be impossible by individual effort, is perhaps best illustrated by the activities of the Crop Improvement Committee. The work of that Committee would have been absolutely impossible for any one Exchange. It is country-wide in its scope. We all recognize that any man who makes two blades of grass grow where one grew before, is blessed and any Exchange or Association of Exchanges that, by its activities and disinterested public service succeeds at the same time, by reason of larger crops, in enhancing the prosperity of the farmer, and also by reason of some larger crops, reducing the cost of living to the consumer, has performed a distinct public service. That is the object of the work of the Crop Improvement Committee.

These activities of the Exchanges, educational and crop improvement, are, of course, broad and general in their character, and it is difficult to put your finger on an object attained and say, "this is what we have done." We must of necessity, in such broad and general work, look to the future to justify the labor and expense involved, and those who have been closest in touch with the work believe that the verdict will be favorable. It is much easier to point to concrete examples of helpfulness that the Grain Exchanges are bringing about through this Council, in relation to specific trade rules. They are not so interesting, perhaps, to the general public, but they are of importance to us. I think, for instance, the anti-corner rule that was passed by the Chicago Board of Trade during the last year, was brot about in very large measure by the action taken at this Council a year ago. I know positively that the improvement in our statistical reports, whereby the amount of grain stored in Chicago elevators is included in the reports, was brot about entirely through the efforts of your Committee on Statistics.

**Uniform Rules:** Another rule that I am very confident is about to be passed by the Board of Trade of Chicago (and you will notice I am speaking of my own Exchange and what your influence is doing there, rather than other Exchanges, because I am more familiar with it), another rule about to be passed I am confident, by the Board of Trade of the City of Chicago, in response to the request of this Council at the meeting held in Milwaukee last June—the Inter-market Agreement Committee was instructed to bring about, if possible, greater uniformity in trade rules and customs, and particularly to address themselves to the matter of bringing about uniformity in the time for shipments specified in contracts, where grain is sold for future shipment. It was high time that such action be taken, as there was a wide diversity of custom on the different exchanges, resulting in frequent misunderstanding, sometimes irritation, and not infrequently loss.

For instance, on the Chicago Exchange, we sold grain for "prompt shipment"—well, we sold it for "immediate shipment," "prompt shipment," "ten-day shipment," "thirty day shipment" and so forth. A man down East buying grain on the Chicago market for "prompt shipment," would naturally expect the grain would be shipped forthwith, without delay; but that is not what the rule meant. Under our rule "prompt shipment" gave the seller ten days in which to load it. Where grain was sold on our Exchange for "ten day shipment" under the old rules it did not mean that the seller must have it loaded within ten days in all cases, because the ten days were counted only business days, Sundays and Holidays were excluded from the amount; so that in the month of February, which we are approaching, where there are two legal holidays, it could very easily happen that in a ten day period would be two Sundays and a legal holiday. A man who bot grain for ten day shipment prob-

ably would not have it loaded until the thirteenth day, while the seller would be complying with the conditions of his sale.

These things brot about misunderstandings and annoyance, and Mr. Goemann's Committee took it up vigorously at the meeting held in Omaha. As a result of the work of that Committee the Directors of the Board of Trade have formulated a rule, in compliance with our wishes. It is now posted for a ballot of the Association, and it is the confident belief of the President of the Board of Trade and of your President, that favorable action will be taken on this rule. The rule as drafted specifies that the indefinite terms "prompt shipment," "immediate shipment," "ten day shipment" and so on be abrogated, and that hereafter the number of days within the terms of the contract for shipment shall mean calendar days, every day to be counted; so that, if a man sells grain on the 10th for ten day shipment, he must have it on cars by the 20th.

We feel that we have made progress during the last two years, particularly in so largely increasing our membership and interesting other Exchanges in our work, and it is now the duty of you gentlemen, in council assembled, to further this good work and give it impetus for larger and better things in the future.

Sec'y Pickell read a report giving a detailed statement of the work of the Council.

John L. Messmore: I move the action of the president making a special proposition to the Memphis Merchants Exchange be approved. Adopted.

W. M. Richardson, treasurer, reported that the Secretary's report contained his figures, and moved that the reading of the detailed statement be dispensed with. Adopted.

The report of Treasurer W. M. Richardson showed receipts \$4013.96; expenditures \$3513.96. Balance on hand \$500

The receipts accounts Crop Improvement Fund were \$9,653.32; expenditures \$8,499.48. Balance on hand \$1,153.84.

Henry L. Goemann: I move that the treasurer's report be referred to the auditing committee. Adopted.

The report of the Committee on Statistics, by Frank I. King, chairman, was read by the secretary, as follows:

### REPORT OF COMMITTEE ON STATISTICS.

This is a Chronic Kickers' age. Discontent exists. Ills, imaginary and real, are exaggerated. Cranks appear like wise philosophers. Newspapers which kick the loudest have the largest circulation. Political outlook is uncertain. General business hesitates. Some radical reforms are desirable. Grain trade is not perfect. The mission of this Council is to improve and to secure uniform rules, grades and results in the different markets. Contract grades should be like Caesar's wife, above suspicion.

Your Committee on Statistics has accomplished nothing since your last meeting. An attempt was made to get the expert crop statisticians, national, state and private, together in a meeting to improve the crop reports. Some of the leaders could not attend, others that it inopportune, so no attempt was made to secure funds for such a gathering.

The report of the Committee on Bills of Lading, was presented as an individual report by a member of the committee, W. M. Hopkins, who said:

### UNIFORM Bs/L.

**Present Uniform B/L:** It is well known that the agitation for a simple and plain Bill of Lading led to hearings before the Interstate Commerce Commission and resulted in the present Uniform Bill of Lading promulgated by the Commission in 1907. At those hearings various business interests of the country—including the grain interest—were represented, and while neither the railroads nor the business interests secured the kind of Bill of Lading that each deserved, it is certain that the present Uniform Bill of Lading was a step in the right direction, for it at least has the merit of uniformity and in many respects is a much better instrument than many of the great variety that were formerly in use.

**No Power to Make a Bill of Lading:** The Railway Companies have the right to initiate a B/L, prescribing the form and the



terms thereof, subject to review by the Interstate Commerce Commission and the Interstate Commerce Commission has only the right of review and the power to condemn any provision found to be unjust or unreasonable. It has not the power to make a Bill of Lading on its own motion, nor would it be particularly advantageous if the Commission had such power, because necessarily it could exercise it only as to interstate traffic. What the business interests of the country want in the way of a Bill of Lading is an instrument in two forms, negotiable and non-negotiable, fair in all of its terms and conditions both to shipper and carrier, enforceable by law in its application alike to state and interstate business.

**How May Bill Be Secured?** The difficulty in securing a proper B/L lies in the fact that the laws governing the liability of carriers and the rights of the holder of a Bill of Lading are not uniform in the different States. Therefore, your efforts should be directed.

1st: Towards securing a national law upon which a Bill of Lading may be drawn.

2d: When such national legislation is passed, its adoption by each State should be vigorously urged.

3rd: As soon as the national legislation is had, you should present to the Interstate Commerce Commission the form of the Bill of Lading which you desire adopted, based upon the national law.

4th: Each State Commission should be urged to adopt the Bill of Lading when promulgated by the Interstate Commerce Commission.

so that finally you will secure the kind of B/L that is desired, which shall be applicable alike on State and interstate traffic.

**Proceed and Co-operate With Other Organizations:** Your Bill of Lading Committee should be instructed to proceed at once with this work. You are aware that the so-called Stevenson Bill, dealing with this matter, failed to pass last Congress. There is now in the House a Bill called the Adamson Bill, which we should endorse subject to certain amendments. Your Committee should be instructed to appear before the Interstate Commerce Commission having this Bill in charge—advocate such needed amendments and urge the adoption of the Bill as amended in both branches of Congress, to the end that we may secure the needed legislation at this session.

In the prosecution of this work your Committee should co-operate with the National Industrial Traffic League, the Bankers Ass'n and the Bar Ass'n. The interests of these different organizations should be brot into harmony so that we may unite in advocating the same provisions and secure the united strength of all interests in getting the needed legislation. Your Committee should furthermore be instructed to follow up the work before the Interstate Commerce Commission as to the form of the Bill of Lading as soon as national legislation is had.

**Form is Important:** The Railways will not adopt any B/L not endorsed by the Interstate Commerce Commission and we should advocate before the Commission the simplest form of B/L consistent with its essential requirements. Aside from clearly defining the liability of the carriers, it should contain in its written or printed terms,

Date of issue.

The name of the shipper of the goods.

The place where received.

The place to which the goods are to be transported.

Statement whether such goods are to be delivered to a specified party or to the order of a specified party.

Description of the goods.

The signature of the issuing agent in writing under the name of the initial carrier.

Official stamp showing time and place of issuance of such Bill of Lading and other features that might tend to show the validity of such Bill of Lading and to prevent fraud in its use.

C. A. Magnuson: There is in the present B/L a clause defining the price of the commodity as that on the day of the issuance of the B/L. In the case of a car of flaxseed lost in transit the only recourse would be to buy it at the market on learning of the loss, at \$2.50 per bu., when the railroad company would pay only \$2 per bu. There is no justice in this. On the other hand the shipper should have no right to receive settlement at the price at the time of loading if the market is lower at the time the loss is discovered. It will be well if this is referred to a committee. The common law

should be followed, to make the railroad company pay the actual loss.

W. M. Hopkins: We take the position it is the railroad company's duty to transport the full amount of the property to destination; the burden of bearing the full measure of cost to replace that property rests upon the carrier. The Chicago Board of Trade now has the matter before the court.

Geo. H. Davis: Does this contemplate this Council going to Washington and putting this B/L thru?

W. M. Hopkins: I believe the Council should instruct the B/L committee to appear before Congress to advocate the Adamson B/L, with such amendments as may be necessary.

C. B. Pierce: It will be a very ill-advised move not to recommend representation before the committees of Congress.

S. P. Arnot: Conditions may change, making it inadvisable to give the B/L committee specific instructions. I move an amendment that the committee be authorized to take such action as it deems necessary to carry out the suggestions of Mr. Hopkins.

H. L. Goemann: No question is more important to the cash grain trade. It should be made imperative for the committee to go to Washington.

Both motion and amendment adopted.

C. A. Magnuson: I move that the committee on B/L be instructed to communicate with all the affiliated exchanges, so that individual members of the exchanges can be delegated to assist, and local committee be appointed. Adopted.

Adjourned to 2:30 p. m.

## THURSDAY AFTERNOON SESSION.

L. W. Forbell read the following report for the committee on instructions to govern those issuing Bs/L:

## REPORT RE BILLS OF LADING.

At the time this committee was appointed it was thot that a circular of in-

structions to railroads and shippers, pointing out the many irregularities that existed in bills of lading would of itself be sufficient to educate them to a point where the annoyances occasioned would be largely reduced; but having given the subject much thought during the intervening months, your committee has been forced to the conclusion that such a circular would afford only temporary relief and would prove utterly inadequate as a means of eliminating the trouble.

We have examined numerous forms of instructions to agents issued by the roads, all of which seem to be explicit, but their non-observance by agents leads us to believe that any circular promulgated by commercial bodies would be quite as ineffective.

If the railroads would enforce their own instructions to agents, the greater part of the trouble would be at an end, but there is ample evidence in the mass of irregular ladings issued daily, of their utter indifference as to whether a shipper receives an "order bill of lading" that as a negotiable document, is worth the paper it is written upon.

It is quite apparent that until recently its legality has been of small concern to them. In this respect they have had a rude awakening, as is instanced by court decisions against them in New York State, where they have been declared liable in large sums for the acts of their agents.

This no doubt will result in the exercise of more caution on their part and serve to prevent the issuance of ladings against which no property exists, but it does not do away with the numerous irregularities, such as a common practice of changing the date, car numbers and other items in the body of ladings, all of which is repeatedly done without the changes being certified to in ink by the agent who usually makes those changes.

Such documents are held in great distrust by financial institutions, so that in the East and particularly in the case of the New York banks, they are invariably thrown out of loans and cause great inconvenience to the holders because of their non-negotiable character.

Rubber stamp signatures by agents and signatures initialed with no authority shown, can easily be disclaimed in court to the financial loss of the holder.

Many other irregularities with which you all are doubtless familiar could be cited, but the above are in themselves sufficient to support our contention that something drastic is needed to safeguard the banker and merchant in the conduct of his business.

The country bank and banks at important Western centers are largely at fault for the continuation of these practices through advancing money to shippers without first examining the ladings presented and insisting that they be in perfect order, not only in form, but containing proper endorsements, the lack of which is also a cause of serious complaint.

The adoption of the Adamson bill or other bills now before Congress would no doubt give us a better bill of lading, yet it is the faulty execution of such documents that must be corrected.

To this end we believe that if the aid of the American Bankers Ass'n could be secured it would prove to be the most powerful influence that could be exerted at the present time to ameliorate prevailing conditions.

We believe that efforts in this direction should be made. Should the relief sot through that channel prove insufficient, our only recourse seems to be that of national legislation in the form of a bill, making it a misdemeanor for a railroad to issue an irregular "order bill of lading," and compel railroads to establish bureaus where ladings shall be signed in ink, and officially stamped and recorded. In effect there should be established a clearing house for bills of lading. It may seem like a large task but it seems most necessary.

Through this means merchants will then receive the protection so necessary to the safe conduct of business and compel the railroads to assume a responsibility which is rightfully theirs. Therefore, we urge the Council, through its officers, to take up this question, first through the American Banker Ass'n, and should the suggestion relating to national legislation be favorably received, to have prepared a bill under proper legal advice, designed to safeguard this most important of documents and urge its passage upon Congress.

C. A. Magnuson: I move the report be accepted and placed on file.

L. W. Forbell: I object. What we need is action.



Pres. J. C. F. Merrill, Chicago.



Frank I. King: We have to create a sentiment to get results.

W. J. McCabe: We received a draft three months ago attached to what was supposed to be a B/L, but which turned out to be a memorandum. Three days later the right B/L came along for the same car and we paid the second draft and made overdraft which we have since been unable to collect. I do not see that any reason exists for a memorandum of a B/L being issued.

John L. Messmore: It would be well to suggest that Bs/L be printed in book form like checks.

L. W. Forbell: The trouble is in the faulty execution of the B/L, and will exist under any new form of B/L. The idea of the committee in trying to secure the co-operation of the American Bankers Ass'n is that they could do a great deal of good.

The grain committee of the New York Produce Exchange has ruled that faulty indorsement is sufficient cause to turn down such Bs/L. Rubber stamp signatures and changes in car numbers are absolutely illegal. What is needed is a national law making it a misdemeanor for a railroad company to issue an irregular B/L.

H. L. Goemann: It is a simple matter to request the three railroad ass'n's to issue Bs/L in book form like checks, with signatures in ink. I move this as an amendment to Mr. Magnuson's motion.

C. A. Magnuson: One committee can handle the B/L question better than two. Adopted.

The report of the intermarket agreement committee was presented by H. L. Goemann, chairman, as follows:

## REPORT OF COMMITTEE ON INTERMARKET AGREEMENT.

I regret to say that the adoption of the rules recommended has not been universal, only a few of the Exchanges having adopted them, and those only in part. The Baltimore Chamber of Commerce, St. Louis Merchants' Exchange, Minneapolis Chamber of Commerce, Omaha Grain Exchange, Peoria Board of Trade, Kansas City Board of Trade, Wichita Board of Trade, Duluth Board of Trade, San Francisco Chamber of Commerce and Toledo Produce Exchange, have adopted the "calendar days."

Omaha, Kansas City, St. Louis and Toledo I believe are the Exchanges which have adopted the recommendation of the Committee as to margin clause and shipping time, and Toledo has also accepted the arbitration clause, as well as the margin clause and the calendar days.

President Sager spoke of the work of conferences held with President Merrill and members of the Chicago Board of Trade, urging that the rules suggested by the Committee be posted and voted upon. Where they have adopted "calendar days" I do not believe that goes far enough. While it may be true that they could not carry the margin clause and arbitration feature on the Board with the "calendar days," I believe you should pass a resolution requesting the Chicago Board of Trade to put before its membership both the margin clause and the arbitration feature, as recommended.

The margin clause is the most important thing before the cash grain trade today. If you want to improve the cash grain trade today, the margin clause and the arbitration feature should be adopted by every exchange. The arbitration feature is covered in a way by the rules of this Council, but is not compulsory; you cannot compel a member to arbitrate under these rules. It simply creates an avenue for arbitration. They agree to arbitrate for you if you are willing, but it takes both parties to the transaction to agree to arbitrate; and that condition is not satisfactory. If all the members, constituent members of the Council will pass uniform rules compelling arbitration upon its members and upon those who deal with them; then you would get arbitration; but at present it is an indefinite thing; one man may want arbitration and the other may not; it is purely

optional with them. If you can compel people to live up to the other rules of your Exchanges, why not make the arbitration feature one of your rules? If there is an honest difference of opinion it can then be disposed of by arbitration. Make that rule binding as any other rule.

The title of the Committee, "Intermarket Agreement Committee" seems to have been objected to by one or two Eastern Exchanges. It seems that some years ago the Chicago Board of Trade passed what they called an "Intermarket Agreement" and it did not go through very well.

I therefore suggest that this Committee be made a permanent committee, and that its title be changed to "Uniform Rules Committee," because that is what it is, a Committee on Uniform Rules. It is not an agreement between markets. It is a committee organized for the purpose of bringing about uniformity of rules between markets. Then again, any other rules which are in conflict could then be referred to this Committee with request that they endeavor to have the Exchanges change their rules so as to get uniformly in line.

It has been very hard work getting the Exchanges to act upon the recommendation, and, as you will see from this report, the calendar days seem to be about the only thing they have adopted in a general way, and I hope we will pass such recommendations as will bring about the adoption of the other rules.

Pres. Sager: Mr. Goemann makes two distinct recommendations; first that the Board of Trade be requested to post for a ballot a rule relative to margins on cash transactions; and second, that the name of the committee be changed to uniform rules committee.

W. M. Richardson: We feel the matter of margining cash grain contracts is a debatable question. It will never be adopted by Philadelphia. Neither will the compulsory arbitration proposition.

Pres. Sager: We have in all exchanges a rule giving the parties to a speculative transaction the privilege of calling margins if desired.

E. P. Peck read the margin rule of the Omaha Grain Exchange permitting the calling of margins on cash grain contracts. "We have used this for a year very successfully."

Geo. A. Aylsworth: We at Kansas City are the pioneers. We have had it in effect for two years, and have found it a very, very good rule, not only in selling grain to the south but in buying grain in Nebraska. We went further and stipulated a margin committee and have a margin depository. We make it as elastic as possible, the purpose being to make it possible for the country man to have as much say as we have as to whether and how much margin shall be called.

A few years ago Texas people were buying ten times as much as they could use. Our margin rule has done away with this overbuying.

Both of Mr. Goemann's recommendations were then adopted.

Pres. Sager appointed S. P. Arnot, C. A. Magnuson and L. W. Forbell as the nominating committee, to nominate officers for the coming year.

Pres. Sager: I have been requested to extend a cordial invitation to attend an informal dinner which will be given by the Chicago Board of Trade at this hotel this evening.

J. C. Murray was called upon for the report of the Crop Improvement Committee, and asked Bert Ball, sec'y of the committee, to read a summary, from which we take the following:

## CROP IMPROVEMENT COMMITTEE.

The activities of this Committee consist mainly of furthering the teachings of the Agricultural Department at Washington and State Agricultural Institutions, through the country grain trade, the country, the

Metropolitan, the agricultural and trade press, the railroads, local Boards of Trade, Commercial Organizations, Bankers and the Superintendents of country schools. It has been our effort to centralize and unify the various branches of the Crop Improvement work so as to lessen the duplication, improve the distribution of information, and harmonize the plans of all activities.

The greatest achievement of this Committee has been the concentration of plans in all stages of progress, through many different channels. There are thousands of workers in every state and every county, but heretofore there has been no clearing-house of ideas or activities. The consequence has been that we were often working at cross purposes and wasting our energies in duplication of time and money. We lacked team work.

It is said that the American Volunteer makes the best soldier because he uses his own brains in whatever he does, but suppose that each man should attempt to make his own campaign against the enemy, regardless of what the others are doing. Or suppose that each squad, or each platoon, or each company, or even each regiment should undertake to conduct a war according to its best judgment. However clever these plans might be the results would be disastrous.

This was exactly the condition of the agricultural workers of this country, but we have attended the main conventions of the different business organizations, and we find that they all welcome a unified mode of procedure including the best of all the plans so modified that they do not conflict in any way.

The County as a Unit: It is now the general consensus of opinion that we should select the county for a unit and with this thought in mind as our guiding star we are glad to state that the Government, most of the Agricultural Colleges and all of the National business organizations are now working toward this end.

Picking Leaders in Each County: Therefore, we have learned that we cannot work from the top down. We must work from the soil up. Conditions political, social and temperamental are taken into consideration. The success of the county depends largely upon the human equation. It is a matter of leadership and the natural leaders who could make a success seldom occupy the same position in two counties. A leader is born, seldom made. In one community he is a banker, in another an editor, in still another a postmaster or a politician, farmer, miller, Superintendent of Schools, but there are always leaders, and it is our first business to find them regardless of their occupation.

Analysis of Conditions: The first thing we do is to learn the conditions: how many people are there in the county; how many of them live in the town; how many farmers; how many farms; how many school districts; how many townships? What is the most important crop; what is the next important crop, etc.? How many bushels were produced in 1911; how many acres were harvested and who produced the crop? What was the output of each farm? How many were above the average? How many below the average? Whose were they? What is each man's plans of rotation; what farmers have grain on hand; what farmers have proper seed for the next crop; what farmers are in the need of seed and how can they be supplied?

What Forces Available: The next step is to learn what forces are at work in the county for the improvement of conditions. Is the Superintendent of Schools interested in Agriculture? Is there a Commercial Club, and has it an Agricultural Committee? Is the Bankers' Group active? What farmers' organizations are there in the county? Are they active or do they merely exist? Do the business men attend the institute, Granges and similar organizations? Are there any experimental tracts in this county under the direction of the State Agricultural College? What railroad demonstration trains have been through during the year; what is being done by the government; what is being done by various commercial organizations?

A Business Proposition: When these conditions are learned then it is time to apply a remedy. It is not an exaggeration to say that in the average agricultural county of the grain growing state that the yield may be increased approximately one million dollars every year if modern methods are put into practice. In other words, every farmer must become a business man. Good land is too valuable to be improperly farmed. If you will total the value of the farm land in any county, allowing the farmer a fair wage, you will find that the annual output will not pay the interest on the investment. Therefore, it is a business



proposition and must be treated in a business like manner.

**Win by Personal Contact:** The farmer is not in a class apart to be preached to, patronized, threatened, coerced, or bullied. Farmers are good, bad and indifferent as well as other people. The successful ones are already business men and it is nonsense for us to offer gratuitous advice or printed matter to those who are already making more money than almost any other class of men. Therefore, instead of relying upon public meetings and printed circulars, we have undertaken the matter more intimately and are reaching the unsuccessful farmers who through prejudice, indifference, or self-satisfaction are still in the same old rut.

We are bringing every community to see that it has a right to know not only what the production of the county really is, but who produces it.

**One or Two Pattern Counties in Each State:** Acting upon the advice of Professor Holden we are getting a foothold on one or two counties in each state. Mr. Holden asserts that the proper way to awaken an entire state is to devote every energy to one county and put all the plans into practice there as a pattern for other counties. He states that if he should take the \$50,000 appropriated for the Extension Department of Iowa, and his entire force of 18 or 20 workers into a single county that in two years he could double the output of that county and then it would not be necessary to demonstrate the desirability of these plans, because the other counties would lose no time in adopting these methods to their own profit. He states that there is nothing new to be invented, but all it is necessary to do is to put the approved methods into operation. As the procedure in any two counties is never exactly the same it may be well to describe how we get a foothold according to conditions.

**A Paid Agriculturist of Each County:** It is our object to establish under some plan a paid agriculturist for each county and all of our efforts are bent in this direction. This, we have all agreed, will lay the foundation for every plan of which any man can conceive. It is argued by some that this man should be supplied and paid for by the government, but the question then arises, which division of the government shall he be under—Soils, Education, Plant Industry, Cereals, Animal-husbandry, Farm management or Dairying? Shall he be a political appointee or shall he be under civil service? The government has already introduced local men in various counties throughout the south with success, but we maintain and believe that if the business farmers and business men in each county take a personal interest in this work and what this man does, that the result cannot fail to be much greater.

**Who Shall Pay the Agriculturist?** There is an argument that this man should be hired by the state. If so, shall he be under the Commissioner of Agriculture or the Agricultural College and if the latter shall he represent the Experiment Station or the Department of Extension? If he be furnished by the state one county has just as good a right to the services of such a man as another, and such counties are not in shape to make such a man profitable and moreover no State could furnish at the same time enough suitable men with proper education and experience.

**Railroads Eager to Help:** We have found the railroads eager to help and we can safely state without exception we have not made a request of any road which has not been enthusiastically granted.

Following our agitation for a winter wheat campaign more trains were run in this interest in a single year than ever before in all history. Ohio took the lead in this matter and Professor Graham claims that wheat trains were run over every railroad system in the state, and at the suggestion of our Toledo Committee we secured two additional trains which as we understand completed the mileage in that State.

**Newspaper Work:** It is impossible to go into the details of the work of this committee adequately but we cannot close without a word about our newspaper work. We are inducing the leading papers of the U. S. each to analyze its local conditions and to issue at least once a year a crop improvement edition giving a digest of the latest scientific information and put the farmers into competition with each other, and showing the general public the money to be derived from building up the agriculture of the county. Several leading newspapers have already issued these editions at a profit and the committee has been relieved of all expense by putting men in on commission who make their own contracts with the newspapers. Whenever we have a county organization we hope to be able to add a seed comparison day, each

man bringing in the seed which he proposes to plant and offering suitable prizes for the best seed which will test the greatest percentage of germination, etc.

We find the newspapers ready in every community to do more than their share of work. In addition to this county crop edition we are preparing from time to time specialty pages on wheat, corn, oats, rye, barley, etc., and general pages on all timely agricultural topics, which we are offering free in type ready to print to all of the newspapers in the U. S. Over a hundred newspapers have been furnished with plate pages on oats and barley and agree to print all we send.

Bert Ball gave a demonstration of the rag baby plan of interesting school children and farmers in seed corn testing.

J. C. Murray added to the summary of the crop improvement committee report the following:

## SUPPLEMENTAL CROP COMMITTEE REPORT.

Mr. Ball has in his report, as you observed, touched entirely upon the practical work. He has not referred to the financial end of our proposition, which must receive the attention of this meeting. I hope you are pleased with the work Mr. Ball has done, and I want to tell you the cost of it. Since February last year, which practically marked the beginning of our work, the expense has been less than ten thousand dollars, including all traveling expenses, newspaper work and salaries; in fact, every expense incurred by this Committee for that period and accomplishing the work which Mr. Ball has outlined, less than ten thousand dollars.

I would like to report also that the crop improvement work, as originated by the Council of Grain Exchanges, was considered at a meeting in New York in Sept., 1910, less than eighteen months ago. Mr. Ball's report will perhaps give you some idea of what has happened to us. For the first six months, or up to February, the Department was handled by Mr. Cochran of St. Louis, the first Chairman, and no expense of any kind was incurred. Very shortly after the first of February Mr. Ball came to Chicago and practically all that was reported upon today has been accomplished since that date.

In our June meeting the question was brot to the attention of the Council, that it might be possible, if we were so inclined, to make this Crop Improvement Committee a national organization rather than one controlled by the Council of Grain Exchanges. We have been offered assistance from various exchanges and commercial organizations, provided our Committee would accept as part of the management directors or representatives from those individual interests. After considering it very thoroughly, all those of you who were present at Milwaukee may well remember that the meeting decided that this proposition should be continued under the control of the Council of Grain Exchanges. Personally, I believe it was a very wise decision, not only from the standpoint of the work accomplished by Mr. Ball, but from the standpoint of the grain men.

This work of Mr. Ball has had a very beneficial effect in changing the sentiment, wherever we have had a chance to operate. I think it is pretty conclusive evidence of that, that he relates to you that they call him up on the telephone and ask him to come out and address them, send him letters asking him to make suggestions as to how they should commence work, what they should do, what steps they should take to commence operations for better seeds, better farming. We have lots of that kind of letters, almost every day we receive them, from Maine to San Francisco, Montana to Texas. Scarcely a day passes but some letter comes from some remote point, asking for suggestions in connection with crop improvement. Of course it is all carried on under the name of the Crop Improvement Committee of the Council of Grain Exchanges.

We are now journeying on a barley campaign through the States of Wisconsin, Eastern Iowa and Southern Minnesota. That campaign is being financed largely by the United States Maltsters and Brewers' Ass'n. They have given this Committee absolute control of the operation of that service and the entire campaign and are paying all the expenses incidental to the running of it. The railroads, of course, furnish the trains and are glad to do it. Madison college has furnished all the assistance they could give, but Mr. Ball said he had to go beyond the college to secure the trained men. That expense has been undertaken by the United States Maltsters Ass'n, and the same organization is willing to come

in with us on 25%. They are so thoroly imbued with the necessity of continuing work of this kind that they came forward without any request on our part. They simply said that they came forward to assist the work to that extent, leaving the matter entirely in the hands of our Committee, so that we are under no particular obligation; but even that I would like to see discouraged. Personally I would like to see the work controlled absolutely and financed entirely by the Council of Grain Exchanges. I think it is the greatest work of the kind ever undertaken, and I think we can accomplish it with so much less expense than any organization or allied interest with the work.

Our recommendation is, if the Council can see its way to do so, to put this Committee in position to carry on this work without assistance of outside help. During the last year, at the February meeting, the Council's assessment against the different members of the Exchanges was something less than \$6,000. I stated at that original meeting that I would undertake to see that sufficient money was raised, aside from the Council, to carry the work for the first year. The assessment there relieved the Committee and helped the work a great deal. In my judgment now the Council should undertake to provide the funds necessary for the carrying on of the work of Mr. Ball. In consideration of the work accomplished it certainly is a very small sum. The grain men I think ought to assist in putting something back of what they are taking, and I think this is one of the best ways in which they can do something for the future.

C. A. Magnuson: The grain, banking and implement interests of the Northwest some time ago got together on a plan. In North Dakota \$60,000 was raised; \$10 per acre being paid to each farmer who would conduct a 10-acre tract under the supervision of an expert, all the profits of the crop to go to the farmer. The grain men of Minneapolis have contributed largely to that fund.

Geo. A. Aylsworth: It would be a great mistake not to come to the front with funds to carry on the crop improvement work.

The motion by Mr. Murray that the Council appoint a committee to arrange for funds to carry on the work of the Crop Improvement Committee for the coming year was adopted.

Pres. Sager: I pass the appointment of that committee to the new president to be elected tomorrow.

Chas. F. Macdonald, chairman of the auditing committee, found the accounts of Treasurer Richardson correct and kept in a comprehensive manner, and moved a vote of thanks. Carried.

The report of the Committee on Publicity was represented by J. C. F. Merrill, chairman, who said:

## REPORT OF COMMITTEE ON PUBLICITY.

Publicity is a broad question, large in all its features. It is only another way of bringing about public education, and to educate the public generally throughout the United States is not a small task.

Exchanges came into being in obedience to a common necessity. Exchanges are the market places where those who wish to buy and those who wish to sell may meet, in order that they may transact their business because they are such, they are frequently, and among farmers generally, misunderstood. They are believed to be associations or institutions formed for the purpose of fixing values, those who think so forgetting that the law of supply and demand cannot by any force be set aside temporarily, it may sometimes be modified, but not for very long, and when the attempt is made, usually with disastrous results to those who undertake it.

The farmers we have found, by communication with many, very many of the agricultural press very generally hold ideas inimical to the exchanges. Some of these papers have undertaken symposiums. They have asked a good number of farmers to give them their ideas in reply to a given statement, the same statement to all, and almost without exception the answers disclosed animosity even, to the exchanges, and most of them are of the opinion that the farmers would be better off if there



were no exchanges. They little realize, little comprehend that there would be no market places of account if there were no exchanges, because as soon as a market place amounts to anything it amounts to an exchange. Of necessity any place where there is a gathering frequently and regularly of people to buy and sell is an exchange in reality, whether it is duly organized and elects officers or not, customs which prevail practically make it so.

Therefore, our efforts have been directed largely towards educating the farmer, and to do that we have to do it occasionally through the agricultural press.

You will recall that we were voted at Milwaukee the modest sum of \$500. I am glad to say that we have not run you in debt. Indeed we have not used what you gave us. We have not used a quarter of it hardly, just about a quarter. The matter of reaching farmers being through the agricultural press, we are furnishing the matter to put into the mats sent out. Of course there are other ways; we get a chance now and then to talk at a convention or a college.

The education lies along the line first, of the exchanges being useful in their general functions, as market places for grain, as places establishing values due to competition, also the speculative value, the holding value (the speculative value I refer to is the thing that takes up the slack on the violent changes of values, or making it less violent). All of these features have to be attended to, and of course have been in a measure. There are others that should be given attention.

"The A, B, C of Produce Exchanges" was one that we ran first and throughout the country quite generally. A good many of the papers, of course, the majority of those to whom we sent it, would not use it. Some of them sent replies saying they had no room for it, and if they had they would not use it. Indicating the necessity, again, of education. I may now add, perhaps, the majority of them were in their answers rather hostile to the exchanges.

There is one now going out that I think will give quite general satisfaction, under the head of "Great Grain Markets." The information in it is not quite so definite, therefore is more generally a matter of news, of information rather than an attempt at a conversion of their principles.

At the present session of Congress there will be a bringing forward of some of the bills that have been filed previously, introduced into Congress. They are nearly all of the type of the Scott Bill, which we once before battled with, and successfully. Still, they are back again, and none of us can tell what the results will be. But I think all of us will agree that it is a matter of very great importance that should be given due attention whenever the emergency arises. Possibly, due to the fact of its being a presidential year there will be nothing done. I have the promise of Congressman Land, the Secretary of the Committee, to let us know if hearings are to be given on the bill, and that an opportunity will be afforded us to meet it.

On motion by J. L. Messmore the report was accepted and the committee continued.

J. C. F. Merrill: I move that an appropriation of \$500 (for expenses of the publicity committee) be made, with the provision that more be appropriated if needed. Adopted.

Adjourned to Friday morning.

## THE BANQUET.

On the evening of Jan. 18th the delegates from the different exchanges, together with about 100 members of the Chicago Board of Trade, assembled in the Red Room of the Hotel LaSalle, where an excellent dinner was served, all being the guests of the Board of Trade.

Pres. Frank M. Bunch of the Board of Trade welcomed the visitors and Pres. H. N. Sager of the Council of Grain Exchanges, in the absence of all of the vice-presidents, called upon A. G. Tyng of Peoria to respond, who did so, and thanked the Board of Trade for its splendid hospitality.

E. Pfarrius of New York traced the origin of oats back 2,200 years.

J. C. Murray of Chicago reviewed the work of the grain committee of the Council of Grain Exchanges, which was started

at the New York meeting of the Council in September, 1910, following a paper by M. B. Cochrane of St. Louis. He stated that the country had been much worked up over the conservation of our forests and our coal mines, but he felt certain that everyone present would agree that the conservation of the soil was of far greater importance.

Bert Ball, secretary of the grain committee, told of his work in detail, and emphasized the lack of co-operation among the different agricultural workers. He declared they were attempting to work on too broad a scale, and had been compelled to plan the work of improving agricultural conditions in counties by interesting and organizing local commercial bodies to carry on the work.

Geo. H. Davis, recently elected president of the Kansas City Board of Trade, said that he felt certain that the educational work carried on by the Council had already resulted in a material reduction in the number of bills designed to regulate the grain exchanges, introduced in Congress this year, as compared with last. While the session is not yet at an end, still the number of bills presented is smaller.

S. P. Arnot of Chicago, in speaking of the far reaching influence of the Council, told of the publication of its agricultural hints in local papers in Nebraska and West Virginia. He recited amusing evidences of the prejudice of the country folk against grain exchange men, and declared that it should be one of the aims of the Council to break down that prejudice, by education, and by showing an interest in the problems of grain production.

John L. Messmore of St. Louis told a number of witty stories, and immediately established an enviable reputation as an enjoyable post-prandial orator. His wide variety of stories kept his auditors in an uproar.

J. E. Buck of the International Harvester Co. expressed his sympathy with the splendid work of the Crop Improvement Committee, and assured all that his company was anxious to do its share.

Frank I. King of Toledo insisted that the grain exchanges were not helping themselves as much as they might, in the matter of obtaining more publicity in the market pages of the daily papers. He suggested that country patrons be induced to write publishers, requesting more Board of Trade information. He insisted that Chicago needed to get its contract grades of grain above reproach, above suspicion.

Oliver E. Moody of the Record-Herald facetiously said if he had more space, he might do more damage.

Chester A. Legg of the Board of Trade's executive committee, spoke of a project to advertise the value to the public of the speculative exchanges, insisting that when the truth is known by the public, all will place a higher estimation upon the service rendered the public by the grain exchanges.

Toastmaster Bunch read a telegram from J. Collin Vincent, asking all to come to Baltimore in June.

The speech-making was then declared to be at an end, and vocalists Forebell, Beavens and Flesh, who had broken into song several times during the evening, gathered the singers about them and a serenade of popular airs followed. Gradually the guests broke away, and another enjoyable social event was placed to the credit of the Chicago Board of Trade and the Council.

## FRIDAY MORNING SESSION.

S. P. Arnot, chairman of the Comité on Nominations, reported the same list of officers as last year, with the exceptions that J. C. F. Merrill succeed H. N. Sager as pres., and C. A. Brown succeed J. R. Marfield as a member of the executive comité. The report was adopted unanimously and the officers for the ensuing year are:

Pres., J. C. F. Merrill, Chicago; Vice-pres., Chas. Kennedy, Buffalo; A. W. Frick, Duluth; E. P. Peck, Omaha; Treas., W. M. Richardson, Philadelphia.

Executive committee: E. Pfarrius, New York; J. L. Messmore, St. Louis; Geo. H. Davis, Kansas City; C. A. Brown, Minneapolis; E. J. Furlong, Milwaukee, and Frank I. King, of Toledo.

S. P. Arnot: I move the Crop Improvement Comité be continued with the present chairman in charge, with authority to employ a secretary. Adopted.

E. Pfarrius made an address on "Farming and Rainfall."

## "FARMING AND RAINFALL."

When a few years ago this Council was formed, I took the liberty to address you on the necessity of writing, telling and persuading the farmer to more intensive fertilizing, cultivating the soil, selecting best seed and building permanent good roads.

Your attention was especially drawn to the important point that as Council and as Merchants of Grain Exchanges, we should first of all endeavor to reach the farmer's ear and obtain his confidence in our well meant intentions and proceedings.

It is certainly with great satisfaction that we can today show good results of the Council's work in that respect, altho many thousands of farmers have not yet been reached. If, however, the present educational and practical work, started from all quarters, official and unofficial, to young and old all over the country should be continued for another 3 or 4 years, for which money, labor and energy is needed, the most beneficial results will surely follow, as in fact such has been the case in several other countries, we therefore do not deal with mysterious ventures but with plain facts.

The sooner the farmer adopts methods of more scientific labor in order to produce better results per acre, the better he must fare; indifference or tenacity to old methods means retrogression and financial loss.

On many Western and Southern farms, careful work has last year produced 800 to 1,000 bushels of wheat from 30 acres, while indifferent and antiquated farming yielded only 450 bushels from the same number of acres in the same country.

From a practical business standpoint please to consider the fact that our country has during the last few months IMPORTED flaxseed from Buenos Aires paying 25c entry duty per bushel of 56 lbs.; rye from Germany paying 10c entry duty per bushel of 56 lbs.; barley from Canada paying 30c entry duty per bushel of 43 lbs.; hay from Canada paying \$4.00 entry duty per ton of 2,240 lbs.

All these articles were exported from the United States only 7 years ago to the extent of many million dollars annually; besides the duty of course the rates of ocean freight and other expenses have to be taken into consideration, at which difference other countries were able to undersell us.

What causes rain? There are in the New York Library 67 books in 4 different languages on rainfall, with many statistics and comparisons. We find that water works in a constant cycle around our globe, rising in vapors from oceans, lakes, rivers and forests returning by snow or rainfall from mountains and fields under forests into brooks, swamps and rivers back to the oceans mostly after many detours and delays always rubbing along the edges of earth and constantly changing under and lower channels.

No rain from the clouds has been gained and that question remains unsolved in spite of the intelligent thought that has been given to it; the benefit of such a discovery, it is needless to say, would be incalculable. It is stated that the air carries watery vapor in the same proportion as it bears heat; the carrying capacity is increased by the heat radiating from sunburnt lands.

If, however, the air currents are well loaded with vapor and meet further evap-



oration, the carrying capacity will be strained or overcome and the current will drop its watery load.

On this theory a movement has lately been started in the Western half of Kansas where plans are made for thousands of small ponds (I hope they will be deep enough) to store rain and snow water for next summer. An increase of surface water supply is intended in the belief that water draws rain and that thousands of ponds scattered over the country will increase the summer rainfall because the heaviest rains fall above the water courses and forests.

It is well known that the radiation in moisture from trees emanating from the leaves is enormous (for instance about 250 gallons from an ordinary oak tree per season) the forest is therefore a larger contributor to atmospheric moisture than an equivalent area of water. The forest is especially valuable after a rainfall on account of the proportionately slow and even distribution of rain water through the woodland to surrounding fields.

C. A. Magnuson read a paper on "Conserving Trades in Grain Futures" from which we take the following:

## CONSERVING TRADES IN GRAIN FUTURES.

Conservation, carried to its ultimate issue, is a saver of time and effort, an economizer of resources, an addition of strength and a consequent elimination of weakness from any line of business, industry or occupation. Why should it not be applied to the grain business and trading in grain in all its ramifications, conserving the best interests, not only of the producer and the consumer, but the men engaged as distributors of a commodity which is the prime commodity of the world, and without which the world could not last very long.

Touching more closely on the subject before us, one of the objects of this paper is to lay bare some things in the grain trade that ought and must be eliminated, in order to place before the public, so far as our Exchanges are concerned, a clean healthy condition, in which all may be served to equal advantage, whether they are large traders or small traders, on orders to execute either a purchase or a sale in any of the Exchanges of this country, either in small or large amounts. In other words, that the small trader, the legitimate trader, or the speculator, will have as good service, whether the amount which he wishes to sell or buy is small or large.

In the Minneapolis Chamber of Commerce we have the following rule under which that Exchange is bound, and consequently the traders in it:

"Resolved, That offers to buy or sell large quantities of grain or seeds for future delivery, with the limitation of requiring the buyer or seller to purchase or sell the entire amount offered, is not permissible and is hereby forbidden. All such bids or offers to buy or sell grain or seeds must be open for acceptance by any member, in lots of five thousand bushels or multiples thereof.

"The spirit of this order is that pit trading shall be open and free, and that our market shall maintain the full breadth and fairness for all, for which it is noted.

"Resolved, That the making of pretended or fictitious offers to buy or sell futures in pit trading is uncommercial conduct, and is hereby forbidden; the purpose of this resolution being to put an end to all bids or offers which are not made in good faith and intended to be carried out if accepted."

Unfortunately, a rule of that kind is not in vogue in all the Exchanges of this country, and by reason of such a rule not being in vogue, creates in the minds of many dissatisfaction at the execution of their trades by reason of the fact that the price at which they wish to buy or sell might be quoted, or even a higher or lower price might be quoted, and still their trade might not be executed.

Wash trades are always objectionable, whether in stocks, or grain, or cotton or any other trading commodity, because they create a fictitious market, which always should be subject to condemnation by the Exchanges.

Where this order is not in force, or a rule of the Exchange, a trader might come in and offer 100,000 bus. for sale, and there might be 20 traders that would have orders to execute 5,000 bus. each, and not one of them could take advantage of the offer to buy or sell 100,000 bus. unless it could be split up. If we can eliminate manipulations of the market by a simple rule of this kind, I am satisfied that those who have occasion to use the Exchanges of the country in their hedging transactions would be better served, and I do not believe that a rule of that kind needs any defense. In fact,

I believe that any Exchange which has not or will not adopt such a rule will be placed on the defensive, for the reason that the beneficence of the rule is so plain that everyone can see the benefits of it. It tends to limit to a minimum manipulations of the price for the moment, and that it limits it for the moment, will have a tendency to limit it for longer periods of time. Individuals may be interested in manipulating a market, but certainly Exchanges ought to be, and I think are, as a rule, opposed to it.

**Eliminate Adverse Criticism:** It is very fitting I think that the Council of Grain Exchanges work for and procure a method whereby adverse criticism can be eliminated, and I am satisfied that it will be for the benefit of the Exchanges, and by reason of its being a benefit to the Exchanges will benefit all members. I therefore offer the following resolution:

Resolved, That it be the sense of the delegates to the Council of Grain Exchanges that all Exchanges should adopt a rule that would accomplish the same purpose as the rule quoted by the Minneapolis Chamber of Commerce, in relation to trading in grain futures, and that the Council of Grain Exchanges, through its officers, be requested to present the matter to the several Grain Exchanges in this country, and use its best efforts to have the necessary rule passed to this effect, where such rule is not already in effect.

Mr. Magnuson's motion that all exchanges adopt a rule accomplishing the same purpose as that of Minneapolis was seconded by W. J. McCabe.

Frank I. King: We have a similar rule at Toledo.

Geo. H. Davis: I move we amend the rule to make it 10 instead of 5 thousand bus., as the unit of trades which must be accepted.

C. B. Pierce: In this matter we must consider whether a man has a commercial reason. It may be near the close or he may need the entire quantity or none. I believe the injury from these large offers is greatly overestimated.

Nat L. Moffitt: We at St. Louis have instructed our official market reporter to pay no attention to offers for large quantities above the ruling market. Our method of handling the matter covers the subject.

S. P. Arnot: It is perfectly reasonable to suppose a man might send an order to buy 50,000 at 100% or buy none. In such a case I would buy 5, 10 or 15 thousand or more as I could; and if unable to buy the remainder would certainly be able to dispose of what I had bought at the same price.

E. Pfarrius: We know if a man offers 100,000 bus. to knock the market down he is a bluffer. You can punish him by taking up his offer when he does not want to be taken up.

Frank I. King: Let each market specify its own unit.

C. B. Pierce: How could we possibly adjust units of 5, 10 or 15 thousand bus. to the needs of different markets?

J. L. Messmore: I feel that we should not place ourselves on record in favor of small trades.

Laid on the table.

S. P. Arnot: I move that the president advise the Philadelphia Commercial Exchange that its resignation has not been accepted. Adopted.

H. N. Sager: Do you desire to take up the topic of "Uniform Grading of Grain"?

H. L. Goemann: The Grain Dealers National Ass'n has secured the adoption of uniform phraseology of grade rules by practically all of the exchanges of the country; but they have not uniform standards.

Every inspector grades grain on his own judgment and no two grade alike. Should we not go further and establish standards to guide the inspectors in different markets?

E. H. Culver: To bring about uniformity we have started along different lines.

I am sorry to say the system the different markets work under prevents uniformity. Chicago will not tolerate a cleaner in a public elevator. Chicago grain if cleaned will grade at Toledo. The consequence is that the standard at Chicago is lowered below other markets. The premium on Toledo or New York wheat is there only because the wheat is cleaner and makes more flour per bushel.

The out-inspection of corn at Chicago is far higher than ours.

H. L. Goemann: Every market has its mixing proposition. We have to fix minimum standards that we can work to; and the different markets must abide by these minimums. A committee must fix a uniform standard on the grade out. Get a committee of the different exchanges to fix the standards.

E. H. Culver: You can not wipe out the difference in grading so long as we have political inspection in four states. The only thing is government inspection; and have the government check the stuff in and out.

C. B. Pierce: It will be impossible to arrange for uniformity so long as politics has control of grain inspection. Delegations come up to Chicago to upset an eminently proper regulation just because it does not meet their local conditions. It is a wonder to me that our inspections are as good as they are. They are much better than they used to be.

W. J. McCabe: What is Mr. Culver's plan to get this government supervision? I have always thought there was too much difference between the in and the out inspection.

E. H. Culver: The first thing is to place the uniform rules on the statute books of the United States Government, both for grading and as standards for the pure food law. It would not molest the grain trade of the country to have J. W. T. Duvel of the government grain standardization bureau to check the inspection.

C. B. Pierce: Federal inspection we can not have; but if a law could be passed giving the federal government the right to establish grades and require our state departments to abide by these grades it would help.

J. W. T. Duvel: The only salvation for the grain business is uniformity; not uniformity of phraseology, but uniformity of grading. When you adopt a rule have the honesty or integrity to live up to it.

There is too great a spread between the grades of corn. No. 2 should have not over 15 per cent moisture; No. 3 up to 17 per cent and No. 4 up to 19 per cent.

I think we must put in another grade of No. 5 corn. The difference between grades should be not more than 2 per cent.

Consumers are beginning to see that they are paying too high prices for this low grade grain. The farmers have been encouraged to grow low grade grain. They do it because the terminal markets buy it. It is true we do not have the stocks of old dry corn that we used to have years ago.

What we are working for is to improve the conditions from the time the farmer gathers the corn until it reaches the final consumer. Illinois corn this year runs 20.3 per cent of moisture, Kansas 18.2 per cent. If figured on moisture test Illinois' corn crop would be 8,000,000 bus. less.

So far as legal authority is concerned it is conceded that the government has authority to establish standards for wheat, corn and oats, and to state that No. 2 or No. 3 shall not contain more than a certain percentage of moisture and anyone



so shipping would be subject to prosecution under the pure food act.

W. J. McCabe: Canadian inspectors hold the same standards year to year, whereas on this side of the line in some years some of the lower grades are worked into the higher grades, lowering the standard. The Canadian standard is the same every year, regardless of what the country produces.

C. A. Magnuson: I move a committee of three be appointed to investigate and report at next meeting. Adopted.

Adjourned to 2:30 p. m.

## FRIDAY AFTERNOON SESSION.

H. N. Sager: The subject "How can grain be bot on flat grades without fixing schedules of premium and discounts based on relative values ascertained and fixed at time contracts are made" has been sent in by one of our members for discussion.

Arthur S. Dumont: What exchanges have dropped the term "or better?"

H. N. Sager: Chicago has.

A. G. Tyng: At Peoria our firm has; but there is no rule governing that.

H. N. Sager: This subject does not seem to interest the council and it will be passed over.

James Bradley of Chicago made an address from which we take the following:

### EXCHANGE REFORMS.

Personally, I have never been ashamed of the grain business. I believe it is honorable. I feel that no phase of commercial activity is more deserving of respect. For reasons which are well known to all of you, there are those who do not accord us our due in this regard and not infrequently point the finger of scorn and refer to us in terms which must be as galling to you as they are to me.

Let's ask ourselves if we are not in a measure responsible for this condition and can we disclaim all responsibility for the hostile legislation that is so grave a menace to our very life. Such irregularities as are alleged to exist are the outgrowth of years—a combination of little things, insignificant in themselves, perhaps, which force upon us the necessity of constant excuses and too frequent apologies. We possess the power to quickly and effectually eradicate any irregularities which may exist in the grain business and it is vastly more to the purpose to do this among ourselves and through our own exchanges than by public agitation.

**Exchange Methods:** Some of the exchanges may be so fortunate as to be satisfied in the feeling that their methods are free from anything about which they may be criticised, but that in their dealings with others they find those who are not so fortunate. Is it not preferable when such a condition exists to avoid airing any differences before the public and get together in a spirit of mutual fairness and consideration and settle them for all time?

**Experts Crop Reports:** One of the most important of these, and one for which we must accept responsibility, is found in the reports made by alleged experts and purporting to give actual crop conditions. These reports are usually made by men who are sent out by individuals or firms, but we as exchanges are compelled to lend approval in the public mind because of the practice of giving them publicity through the press as "Board of Trade News." Many of these reports are manifestly colored to match the tone of the employing firm. There are honorable exceptions, however, those made with care by men who strive to give actual conditions as they find them and which seem to emphasize the fallacy of the great majority.

If men of knowledge and integrity, without speculative interest, could be employed by the various exchanges in different parts of the country and their reports find space in the public press to the exclusion of the damaging mis-statements which now find space, we would be subject to less criticism and cease to be the objects of derision which we cannot now fail to be when one checks actual results against the reports which have been made from time to time.

I feel strongly on this for the reason that it has been my privilege to see a remarkable compilation made by a friend whose

hobby it was. The statistics running over a period of years include the character of reports which I deprecate, compared with the actual results which they were supposed to forecast. There is nothing in the whole category of human comedy quite so amusing.

**Cash Transactions:** Of scarcely less importance are the reports which are sent out with reference to the transactions in cash grain during the session. Have you ever attempted to confirm these reports? I have, and have found them in many instances as far from the facts as the North is from the South. We can correct these if we will. If the exchanges will collect reliable information and furnish it with proper endorsement to the newspapers, they will undoubtedly be glad to accept and make use of it in place of the unauthentic transactions reported to them by individuals.

What has been said with reference to crop reports is equally applicable to some of the so-called market letters forecasting the trend of the market, but I am pleased to say that since the diagnosis of the Congressional Committee, the patient is improving.

Let us be square in all our transactions. Let us give the man who buys and the man who sells the justice he deserves. Let us see to it that the man who buys grain for shipment does not get the lowest grade on which a certificate will be given, but receives the best grain that conditions will permit.

A. G. Tyng, who was on the program for an address on "Uniform Trade Rules," said that as practically everything had been done that he had come prepared to suggest, he had nothing to say.

H. L. Goemann: I move that the committee be appointed to investigate uniform inspection rules, be given specific instructions to look into the establishment of standard grades. Adopted.

H. N. Sager: Evidently the different constituent members of the council have overlooked the fact that the place of meeting is to be selected at this time. I believe it would be wise to meet in some city represented in the council.

Mr. Goemann withdrew his motion.

Geo. A. Aylsworth: We from Kansas City did not come prepared with a formal invitation. We will be glad to have you come, I am sure. We will receive you with open arms and give you all the hospitality you think you deserve.

A motion that the place of meeting be left with the pres. and executive committee was adopted.

President-elect J. C. F. Merrill: It was 33 years ago that I came up to the city of Chicago a young fellow with a couple of thousand dollars in my pocket I had earned on a salary. I started in to earn a place for myself as all young men should. The Chicago Board of Trade has bestowed upon me the highest honor it could bestow upon me; and now you have bestowed upon me the highest honor.

The Council of Grain Exchanges is an organization possessed of great potency. In the past we have been able to exercise some influence. The matter of legislation at Washington is well known to you all. But to convince 19 congressmen that the several bills, the prominent one having been prepared by the chairman himself, were more fruitful of injury than good, and to persuade them to say on the floor that the delegates from the grain exchanges had convinced them they could remedy the conditions better than Congress, is an achievement. If that were all the Council had accomplished in one year it would be sufficient to justify its existence.

There are 17 bills in Congress that affect the existence of grain exchanges. Some of them will be pressed by certain members. No hearings have yet been arranged for. Before the Council closes its session here today it should take action looking toward the sending of a

delegation to Washington. Our local exchange has arranged to send a delegation of three to Washington, relative to the administration of the pure food law as far as it applies to grain and the commodities dealt in on the exchanges. I am appointed a member of this committee. If there are any questions that are local I would be very glad to have them communicated to me.

The field is a very large one and one can be enthusiastic and work very hard. While I appreciate the honor I feel the work ahead of me is of such moment it will demand the best there is in me.

Each exchange should be ready to send one or more members to Washington whenever any legislation comes to hearing. Adopted.

Geo. A. Aylsworth: You are probably familiar with the Hall-Baker suit in which a car of grain was seized by the United States Government and the court in its instructions stated it made no difference if a state, exchange or government inspector placed a grade on a car of grain even if there is a small percentage of lower grade, defendant was guilty. It is important that we have this decision changed by the Supreme Court. I do not believe the pure food law was intended to make it possible to seize a car of grain just because an inspector has graded it one thing and a percentage of something else was found in it.

The court stated that the act of invoicing this car as No. 2 red winter wheat was misbranding, altho it had the state inspection certificate attached to it, as No. 2 red winter.

For Mr. Aylsworth's information Mr. Sager read from the minutes of the June meeting; and said: The president as suggested addressed the other exchanges on this matter. The case is pending in the higher court.

Mr. Aylsworth: I believe the resolution passed at the Milwaukee meeting is good moral support, but we would like to have suggestions from the directors of other exchanges or their legal departments. Even if Hall-Baker had violated the law they had lived up to their civil contract. It is as much the case of the Chicago Board of Trade. We hope to have some assistance.

C. A. Magnuson: The only question is how can we best get at it. It seems to me that if the attorneys of the Kansas City Board of Trade will submit their line of defense to the different exchanges of the country the latter could give them the benefit of their legal talent.

Adjourned subject to the call of the president.

## COUNCIL NOTES.

The monotonous rumble of the machinery over the meeting hall was a very poor imitation of the babel of voices in the wheat pit.

Interest in the proceedings was better sustained thruout the sessions than at former meetings of the Council. The attendance averaged larger, and the delegates were pervaded by a feeling that something was being accomplished.

**Exchanges represented:** Buffalo, L. S. Churchill, F. A. McLellan; Cairo, W. S. Powell; Chicago, S. P. Arnot, J. J. Stream, T. E. Cunningham, C. B. Pierce, J. C. Murray, H. N. Sager, J. C. F. Merrill; Detroit, Arthur S. Dumont; Duluth, W. J. McCabe, M. L. Jenks, Chas. F. Macdonald; Milwaukee, P. P. Donahue, H. A. Plumb, W. M. Bell; Minneapolis, C. A. Brown, C. A. Magnuson; New York, E. Pfarrius, L. W. Forbell; Omaha, E. P. Peck; Peoria, A. G. Tyng; St. Louis, J. L. Messmore, E. M. Flesch, N. L. Moffitt, J. C. Fallis; Philadelphia, W. M. Richardson; Toledo, Frank I. King, H. L. Goemann, E. H. Culver; Kansas City, Geo. H. Davis, Geo. A. Aylsworth.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### COLORADO.

Stratton, Colo., Jan. 14.—Much wheat was sown here last fall and is in fine shape with lots of snow all winter; prospects never were better here than for the 1912 crop.—Collins & Blair.

### INDIANA.

Shelbyville, Ind., Jan. 18.—Growing wheat in fine condition, acreage same as usual, very little old wheat back in farmers' hands.—Wm. Nading & Son.

Snow covers the greater part of Indiana's growing wheat, which looked fairly good before this fell. It is hoped the snow will remain and more follow.—F.

Crawfordsville, Ind., Jan. 19.—Corn crop is short and quality very poor. Scarcely any corn will be shipped out of this station. Practically all the oats are in.—J. S. Sellers.

Lafayette, Ind., Jan. 19.—Corn crop only fair, some poor corn, but grading fairly good since cold weather, not very much moving on account of extreme cold. Sixty per cent of the corn still in farmers' hands.—J. T. Higgins.

Shelbyville, Ind., Jan. 18.—Corn crop is fairly good. Considerable rotten corn this year. Very little grain is moving at present owing to weather conditions; fully 70% of the corn still in farmers' hands.—Otto Billman, of Billman & Son.

### IOWA.

Hale, Ia., Jan. 9.—This section had the best and most corn this season that I ever knew. All crops very bountiful except hay.—Henry Kruse.

### KANSAS.

Highland, Kan., Jan. 19.—Corn crop extra good this year some making 75 bus. per acre.—J. F. Bottinger.—R.

Minneola, Kan., Jan. 12.—Heavy fall of snow and zero weather prevents any movement of crops. Wheat is in fine condition.—E. L. Pitman.

Almena, Kan., Jan. 20.—Our wheat crop last year was light in yield and poor in quality. Prospects are good for crop of wheat this year. Weather has been awful cold, but wheat is protected by plenty of snow that has covered the ground since Dec. 20.—E. H. Powell.

Macksville, Kan.—Very light movement of grain now; about 15% of last year's crop in farmers' hands. Think most of it will move before March as farmers do not like to pay taxes on it. Growing crop in fine condition and larger acreage than last year.—J. L. Carter, agt. Kan. Grain Co.

Greensburg, Kan., Jan. 11.—Southwestern Kansas is in the grip of very cold weather and no grain moving. Very little wheat left on farms. No corn should be shipped from this county, as stock men are getting low on forage; shipping in cake for cattle. Kafir corn movement very slow; no one quite ready to thresh before the storms set in; will not be much to sell. Look for big wheat crop this year.—Joe Clark, mgr. Farmers Grain & Supply Co.

### KENTUCKY.

Lexington, Ky., Jan. 18.—Small grain in this section is not looking as well as in some former seasons. However, in the last two weeks we have had heavy snows that will probably improve the plant's condition. As a rule farmers have disposed of all their holdings.—A. B. Bleidt, sec'y C. S. Brent, Inc.

### MICHIGAN.

Shelby, Mich., Jan. 16.—Perhaps 20% of the crop yield is yet in grovers' hands and less than 25% of the bean crop is unmarketed. Holdings by elvtrs. of both beans and grain are very light for this time of the year. The bean crop has given the dealers much trouble owing to excess moisture, less than 10% of our receipts being normal.—F. E. Lewellyn.

### MINNESOTA.

Mapleton, Minn., Jan. 15.—To date we have received about half of last season's crop. Our wheat is mostly No. 1; barley No. 3. Oats are light and not much will be put on the market. Corn is an average crop, but not dry enough to handle yet.—J. H. Dobie.

### MISSOURI.

Lamar Mo., Jan. 18.—Crops good here this year.—J. W. Moran, Moran Mfg. Co.

### NEBRASKA.

Hildreth, Neb., Jan. 13.—Weather very cold; not much grain moving at present.—Dick Reil, mgr. Farmers Grain & Supply Co.

Potter, Neb., Jan. 13.—Ground covered with snow; good prospects for a bumper crop in 1912.—C. W. Johnson.

Deweese, Neb., Jan. 10.—Ground in excellent condition from recent snows; wheat went into winter in good condition and a little rain in the spring will make a large crop.—A. R. Hicks, agt. Foster Grain Co.

### NORTH DAKOTA.

Hample sta., Oaks p. o., N. D.—Crop very poor; 20% of normal.—W. H. Kessler, agt. Hawkeye Elvtr. Co.

Belfield, N. D., Jan. 17.—About 75% of grain marketed. Considerable flax under the snow; not threshed on account wet weather and early snow. Grain grading low due to early frost and rain.—R. A. Ziebarth, agt. Occident Elvtr. Co.

### OKLAHOMA.

Foraker, Okla., Jan. 19.—Grain about all out of country.—I. C. Pierce Grain & Elvtr. Co.

Oklahoma City, Okla., Jan. 15.—The condition of the growing wheat both as to growth and acreage is all that could be asked for. The wheat acreage this year is increased to nearly 2,000,000 acres, which if present conditions hold, will yield about 30,000,000 bus. Taking it all in all, our present prospects for a wheat crop have not been so bright in many years.—C. F. Prouty, sec'y Oklahoma Grain Dealers Ass'n.

Woodward, Okla., Jan. 20.—We have had severe weather for Okla. the past three weeks, snow being 12 to 18 in. deep making roads impassable, not much grain moving therefore. A world of kafir corn for market as soon as it can be gotten thru. Wheat all cleaned up; only a moderate acreage for next season, but looks fine and will make a bumper crop if present favorable conditions prevail.—C. W. Cox.

Oklahoma City, Okla., Jan. 19.—The oats acreage for the coming season in this state will be greatly increased according to present indications, while the corn acreage will be a little less than last year on account of the short crop due to drouth, which discouraged corn growers; more milo maize and kafir corn probably will be planted, as they are drought resisting plants. Winter wheat is looking well and a good yield is expected, altho the acreage is much less than in previous years. A large acreage of alfalfa but the drouth last year damaged it considerably, but everything points to a favorable spring planting and there will probably be an increased acreage at that time.—The Barteldes Seed Co.

### SOUTHEAST.

Wheeling, W. Va., Jan. 16.—Growing wheat seems to be somewhat damaged by the hard freezing and thawing of the last two months.—C. F. Braunlich & Co.

### TEXAS.

Sherman, Tex., Jan. 18.—We have the most flattering prospects for a 1912 crop of small grain, (barring the possible slight damage done to wheat by the recent hard freezes), that this section of the state has seen in ten years. Abundant moisture in the ground and farms clean.—Pittman & Harrison Co.

Fort Worth, Tex., Jan. 12.—Texas received bountiful rains during December and we look for a splendid grain crop. Indications now point to the largest acreage of oats ever planted in the state, and if the weather should be favorable thruout the spring we may look for a very large crop of oats to be shipped from Texas during June, July and August. We have about 900,000 acres planted in wheat and the present condition is good.—G. J. Gibbs, sec'y Texas Grain Dealers Ass'n.

### WISCONSIN.

Stanley, Wis., Jan. 22.—Rye acreage short on account of wet weather last fall.—E. F. Burns, sec'y Stanley Produce Co.

### WINTER WHEAT ACREAGE FOR 1912.

Rome, Italy, Jan. 20.—[By cable to U. S. Dept. of Agri.]—The area sown to winter wheat in Belgium this season is 104% of last season's area; in Spain, 95%; in France, 112%; in Great Britain, 106%; in Canada, 97%; in British India, 99%. The weather conditions in the countries named are favorable for winter cereal crops and their germination is regular.—International Institute of Agriculture.

## Reparation Allowed for Grain Doors.

Reparation for the expense incurred by shippers in equipping cars for grain shipment with grain doors has recently been ordered by the Interstate Commerce Commission in the following cases: Ingersoll Mill & Elvtr. Co., Ingersoll, Okla., \$4.80 on cars of wheat from Ingersoll, Okla., to Galveston, Tex., by the C. R. I. & P.

Russell Grain Co., Kansas City, Mo., \$13.20 on cars of corn and oats from Kansas City, Mo., to various points, by the Mo. Pacific.

P. W. Ripper, \$3.60 on cars of corn and oats from Harvard, Ia., to St Louis, Mo., by the C. R. I. & P.

Home Grain Co., Kansas City, Mo., \$1.20 on cars of wheat from Lahoma, Okla., to Galveston, Tex., by C. R. I. & P.

## Overcharges Refunded.

Reparation for overcharges on grain shipments has recently been ordered by the Interstate Commerce Commission in the following cases.

McCabe Bros., Duluth, Minn., \$66.00 on one carload of barley from Superior, Wis., to Haskett, Minn., by the Great Northern.

Roswell Trading Co., Roswell, N. M., \$44.00 on two carloads of corn from Burbank, Okla., to Roswell, N. M., by the Eastern R. Co. of N. M.

Russell-Gates Mercantile Co., Colorado Springs, Colo., \$32.47 on one carload of bulk corn from Bellaire, Kan., to Calhan, Colo., by the C. R. I. & P.

Union Produce Co., Smith Center, Kan., \$31.09 on one carload of bulk corn from Smith Center, Kan., to Calhan, Colo., by the C. R. I. & P.

Wood County Co-operative Ass'n, Augusta, Okla., \$20.42 on 11 carloads of wheat from Augusta, Okla., by the C. R. I. & P.

## SHIPPER'S GRAIN DOOR Certificate.

E. Morris, chairman of the Central Freight Ass'n, Chicago, is urging compliance with the following provision in the tariffs of roads south and eastbound from Chicago:

In all cases a certificate, specifying the number of grain doors furnished with each car, must be given the agent at the loading station, and a notation shall be made on each waybill for cars loaded with commodities with which it is permissible to furnish grain doors, showing the number of grain doors actually supplied, in order to enable bills presented to be checked and to facilitate the adjustment of claims.

This requirement of the tariff should be observed, in order that proper notation may be made on the waybill, which will facilitate the checking and settlement of claims.

The following form of certificate will be furnished upon application to Mr. Morris:

SHIPPER'S GRAIN DOOR CERTIFICATE.  
No. ....  
This is to certify that the undersigned, on.....supplied grain doors for (date) .....R. R. Car No. .... (initials) ..... loaded at ..... with ..... (Station or elevator) (Commodity) Chicago..... Date.....191..... (Shipper's name)

We regard the Grain Dealers Journal very highly and think it is just the thing for the elevator man and the grain dealer —Lovitt & Tatom, Jackson, Miss



## Letters From Dealers

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### HORSES DYING FROM EATING CORN.

*Grain Dealers Journal:* A large number of horses have died in this immediate section recently as the direct result of feeding unsound corn, fodder and shredded corn that was immature. This condition prevails all through our section and as far as thirty miles north where we have a grain buying station at Henryville, Ind. Our representative there reports a large number of horses dying for the reasons given above.—Very truly yours, Eberts & Bro., Edw. C. Eberts, Gen'l Mgr., Jeffersonville, Ind.

### CATTLE DIE FROM MOLDY CORN.

*Grain Dealers Journal:* Reports of the death of horses and cattle near Corydon, Ind., as a result of eating immature and unsound corn are only too true. Farmers have suffered great loss here, especially of horses that had access to corn stalk pasture or were fed wormy or moldy corn either shelled or in the ear. On one ranch 11 died with blind staggers, 9 on another, 7 on another and 5 on the ranch I formerly occupied and raised the crop that was fed. I have not yet suffered any loss in any way as I kept clear from feeding any of the corn I raised. I shell and fan the corn, soak or float it before feeding, separating all particles that float on the water.—E. L. Pitman.

### CHALLENGES MR. DENNIS' STATEMENT.

*Grain Dealers Journal:* In the American Elevator & Grain Trade under date of Jan. 15th, we notice reply of Mr. John M. Dennis of Baltimore to the report submitted by Mr. Riley of his observations and findings on investigating the conditions as existing in Baltimore with reference to the grading of grain in that market.

There are many things in Mr. Dennis' communication which we might criticize. There is one statement, however, we want to challenge. Mr. Dennis states as follows: "Mr. Riley does not mention that when this grain was purchased basis of Baltimore terms, the Western shipper received a substantial premium for the guarantee of Baltimore inspection on this corn over the price he would have received had the corn been sold to the interior or nearby market."

The facts of the case are there has not been a day since there has been any trading on this crop of corn but what we or other shippers could have sold No. 3 corn to numerous other markets with an agreed discount of 2c per bu. if No. 4, at the same or a higher price than Baltimore has bid for New Mixed Corn which is a grade corresponding to No. 2 in any other market, or at least a very choice No. 3.

Today, for example, the Louis Muller Co. is bidding 58½c for Mixed Corn

Jany. shipment. We have in our possession not less than 15 bids this morning which would enable us to sell No. 3 corn with a 2c discount if No. 4 at from 1c to 2c per bu. more than the Baltimore bid for Mixed Corn (No. 2), so it is very evident they are not only bidding a less price, but are exacting a higher grade.

We, and numerous other shippers, sold Baltimore with the distinct understanding that their grades were identically the same as last year, but experience has demonstrated the fact that we were misled and that the Baltimore market is exacting at least one higher grade today than last year for the same character of corn.—Yours truly, W. L. Shellabarger, Secy., Decatur, Ill.

### HOW S/O BS/L ARE HANDLED BY A TEXAS BANK.

*Grain Dealers Journal:* Where grain is shipped to S/O B/L attached and a draft is made say on a McKinney grain dealer and the car is shipped to say Waco, Texas, and the Bill of Lading accompanied by a draft is sent to us for collection, the Bill of Lading provides subject to inspection and the draft is sent us as a cash item with instructions to protest on presentation if not paid. In that event if the shipper should refuse to pay stating that the car was shipped subject to inspection on arrival we of course would follow the instructions given us by either the shipper should he send it direct, or the bank through which he draws.

However, if this shipment was sent "No protest" we would forward the Bill of Lading to our Waco correspondent so that the terms of shipment could be carried out as it would be impossible for us to have the inspection made otherwise. In doing this we at all times hold the Bill of Lading as the property of the shipper, we acting only as agent. We do this in order to be able at all times to have complete control over the Bill of Lading so that we may return or follow out such instructions as we may receive from the sending party.

By forwarding the Bill of Lading this way where the shipment is made subject to arrival and inspection or subject to arrival only, it saves considerable in both time and expense because, the Bill of Lading is at the point of destination when the car arrives so as to be immediately taken up instead of having to be notified either by letter, phone or telegram with the possibility of it being there several days before this is done, and during this delay each day there is a demurrage charge. When the Bill of Lading is at the point of destination the neglecting party will have to pay this so you see that it is to the best interest of all the parties to have the Bill of Lading at the point of destination on arrival of car, as we have both the draft and Bill of Lading of the original shipper thus making us safe and safe-guarding the interest of the shipper. We do not in any instance deliver the Bill of Lading or draft until we are paid. By doing this the shipper is absolutely protected unless the party to whom it is shipped refuses to take up the Bill of Lading on arrival of car.

Those who ship grain should first ascertain the responsibility of the party to whom they ship so as to protect themselves should the grain arrive in good condition, but is turned down on account of the decline in market. We as agents cannot, nor will not guarantee shipments

that are made on account of claims as to shortage in weights, grades and general conditions.—Yours respectfully,—J. N. Ackley, Cashier, Collin County National Bank, McKinney, Tex.

### FEW BANKS RELEASE BS/L WITHOUT PAYMENT OF DRAFT.

*Grain Dealers Journal:* So far as I know there is no law in Texas which will permit a bank to detach a shippers order B/L from a demand draft and turn it over to a customer or consignee without full payment first having been made of the original draft. So far as I know it is not by any means a general custom for banks to do such things, but I have been advised that a National Bank located in North Texas has been guilty of this practice with some of its customers.

It is my opinion that where a bank is guilty of such practice recourse can be had promptly upon the bank where any loss or delay results in the payment of the original draft.

The banks in Fort Worth require a full payment of any draft before surrendering the shippers order B/L thereto attached, and all banks with which I have done business in Texas do likewise.—G. J. Gibbs, Secy. Texas Grain Dealers Ass'n., Ft. Worth, Tex.

### WHO IS GUILTY?

*Grain Dealers Journal:* For some time your columns have been the means of shippers correcting abuses and irregular practices in the grain trade in certain localities.

For the past sixty days there has been a heavy movement of corn from Southern Illinois, Missouri, Kentucky, and Tennessee to the Southwest. Many dealers there have had little or no consideration of shipper's interest, and have induced Banks and Railroad Agents at interior points to violate regulations prescribed for handling shipper's property.

In many instances, we have found shipments have been delivered to consignee, without surrender of Shipper Order Bill of Lading. Cars are permitted to stand on track an indefinite period, without notifying consignee or shipper.

Banks have permitted consignees to detach bill of lading from drafts, and divert shipments in transit, and to forward shipments from original destination to points beyond, without payment of drafts. It has been a very common practice for Banks to permit consignee to detach bill of lading from shipper's drafts, and attach their own drafts to bill of lading, and forward to other Banks, for collection.

When the consignees' draft is paid by his customer, then the shipper's draft is paid in time (but if consignees' customer declines to accept the shipment, on account bad weather or impassable roads, consignee wires shipper "corn in bad condition, unable to handle, send representative quick." When representative arrives, he finds car has been diverted in transit, demand is made on bank for returns on draft, and banker assures him that consignee is very reliable and trustworthy, and will pay draft, etc.) It is readily seen that with this beautiful arrangement with banks, any concern can enter the grain business there, with no capital, and speculate on shippers' funds.

Above complaints are not unusual, as every shipper in this territory reports same treatment. We have taken the matter up with Officers of Bankers Ass'n, and are now in correspondence with Rail-



road Commission, and hope to secure some protection of shipper's property.

Until a change is made, there will be only a limited movement and only to the well established dealers.—A Sufferer.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### WANTS ADDRESSES OF COB MEAL USERS.

*Grain Dealers Journal:* I note in the Journal a statement that corn cob meal is being used for the manufacture of linoleum. I would like to have the names of the different companies using cob meal.—M. M. Wright, mgr. Farmers Grain Co., Dorans, Ill.

### WHERE DO FREE SEED RATES APPLY?

*Grain Dealers Journal:* We notice a short article in "Seeds" column of the Journal for Jan. 10 about the free seed rates granted to people shipping west of the Missouri River in South Dakota.

We would like to know from what shipping points these rates apply.—Griswold Seed Co., Lincoln, Neb.

*Ans.:* We were asked recently to make a free or reduced rate on seed grain going to South Dakota where there has been a crop failure, and have expressed our willingness, in order to help put the farmers on their feet again, to handle such seed free when consigned to the county commissioners for distribution. Seed for such free transportation may originate at Lincoln, Neb., or any other point on our lines, but must be consigned to a point where there was a crop failure.—Geo. H. Crosby, frt. traffic mgr., C., B. & Q. R. R. Co., Chicago, Ill.

### WHO IS RESPONSIBLE?

*Editor Grain Dealers Journal:* We would like to have views on the following transaction: Dec. 14th we bot a car load of wheat, ordering it same day to the Big 4 Elevator for direct transfer. The car did not reach the elevator until the 21st. Meantime we had secured other wheat to fill our order, and sold the delayed car to a dealer, directing the elevator to handle it for his account. To our surprise, the Railroad sent us a bill for "Car Service" for \$6.00, which we had to pay. We claimed that had we suffered a loss by the delay, instead of us paying car service, the Railroad would have been responsible to us for same, and that in any case, they should not have charged us any car service on account of their inability to handle the car in a reasonable time.—Yours, Loudon & Co., Cincinnati.

*Ans.:*—It might be that the car service accrued after the railroad company had complied with your instructions and delivered car at elevator for transfer. It might be that the elevator was really to blame for the delay, in which case the owner of the grain would be liable for damage. If the delay was during the period of your ownership, then you

should pay the service. If the delay was after you had transferred the car to another, and he was in any way responsible for the delay, then he should pay the demurrage. By all means, you should carefully investigate the merits of the charge, before paying it.—Ed.

### ANTI-SCOOPER ORDINANCE WANTED.

*Grain Dealers Journal:* Our village council is revising the town ordinances, and we are desirous of obtaining an ordinance which will tax out of existence peddlers, box car merchants and traveling sharks who prey upon our gullible citizens.—P. H. Feeley, Farmington, Minn.

### WANT INFORMATION CONCERNING THE ALFALFA SEED CROP.

*Grain Dealers Journal:* From whom may we get reliable information concerning the alfalfa seed crop in Europe and America?—Barkemeyer Grain Co., Sedgwick, Kan.

*Ans.:* Current information contributed by the trade will be found in "Seeds" column, each number of the Journal. Comprehensive information on the alfalfa seed crop is not collected by any government authority. It is likely that in course of time seed crop statistics will be collected by the International Institute of Agriculture, Rome, Italy.

### BUYERS RECOURSE WHEN SELLER DOES NOT DELIVER.

*Grain Dealer Journal:* A dealer or shipper offered us by wire "One car yellow corn 56 prompt shipment corn to arrive cool and sweet." I wired acceptance immediately. Three days later corn advanced 6c per hundred. When I bot, other shippers were offering corn at one cent more per hundred. Naturally I accepted the lowest bid. What recourse have I against seller who failed to make delivery and refuses to compensate me for loss? I have been in the same trouble myself, but have always taken my medicine and paid the loss. So far I am out \$75 by his failure to live up to his contract. What can I do? Yours truly, W. C. Fischer, Kersey, Colo.

*Ans.:*—The telegrams specified form a contract. Any amendments thereto must be agreed to by both parties. It was your duty to buy in corn at the most advantageous price possible, as soon after time of shipment expired as you discovered seller had not made shipment, and did not intend to make it. Your measure of damages would be the difference between the price you found it necessary to pay that day and the price at which seller offered car of corn. The rules of the National Ass'n provide that a car of corn should be 1,000 bus. It is much safer to deal in bushels than in carloads as the sizes of cars vary so widely, trouble is sure to arise when markets are active. We would suggest that you submit the matter to the State Ass'n for arbitration, or else to three disinterested grain dealers. If seller will not arbitrate advise the trade.—Ed.

The U. S. Department of Justice has started an investigation of millers' ass'ns and clubs to ascertain if the Sherman anti-trust law is being violated by any restraint of trade. The investigation is likely to include all organizations from the Millers' National Federation to the least of the clubs that compose it.

### ANNUAL REPORT OF INTER-state Commerce Commission.

The Interstate Commerce Commission in its report recently issued shows that a great deal of work was done during 1911. In 507 cases instituted by formal complaints of shippers, decisions were announced, and 145 cases of the same character have been dismissed on stipulation of the parties. The number of informal complaints filed during the year was 4,325. In the special docket division 5,653 claims have been filed; and the reparation awarded totals \$329,388. At Washington and in other parts of the country 943 hearings have been held, at which more than 95,000 pages of testimony have been taken.

Tariffs filed with the Commission during the 12 months ending Nov. 30 numbered 121,829, a decrease of 32,759 from the number filed in the preceding 12 months.

The Commission discusses the various late decisions on the elevation allowance, summarizing the results thus: "The payment of an elevation allowance is not unlawful. This allowance must be confined to grain passing thru an elevator within 10 days. That to pay such an allowance to one elevator and refuse it to another may be undue discrimination."

Shippers' claims paid during the fiscal year prior to July 1, 1910, amounted to \$21,941,232 in settlement for loss or damage in transit. For the preceding year the amount paid was \$24,916,380, against \$28,554,000 in 1908.

"One of the phases of the situation is the frequent complaint by shippers of the rejection by carriers of valid claims upon technical or inequitable grounds. Still another feature is the unwarranted delay by carriers in the investigation and adjustment of many claims. This is particularly irritating when the claim is for an overcharge in the rate exacted by the carrier and is presented by the shipper accompanied by references to the tariffs that seem conclusively to prove that the amount collected was excessive and therefore unlawful. It not infrequently happens that a shipper does not know an unlawful rate has been collected and he has therefore made no claim on the carrier. It is hoped that in the near future some agreement will be arrived at with respect to methods, forms and records to be prescribed and will be cordially accepted by the carriers as the basis of their future disposition of the claims of shippers."

Recommendations by the Commission include: Legislation to make the Elkins Act applicable to telephone, telegraph and cable companies; to provide for the regulation and control of capitalization and suitable provisions for the valuation of railway property. The construction of a suitable office building for the use of the Commission.

The Grain Dealers Journal is the most carefully read and most appreciated of any that comes to our office. Its "Leaking in Transit," "Letters from Dealers," "Asked and Answered" and editorial pages are especially satisfactory.—The Model Milling Co., Port Huron, Mich.

The Kansas Agricultural College is installing a complete up-to-date mill in its new building under construction at Manhattan, and will teach flour milling. The new building will cost about \$100,000. It is built mostly of native stone.—Fielding & Sons, Manhattan, Kan.



# Seeds

The American Seed Trade Ass'n will hold its annual meeting in June, at Battle Creek, Mich.—F.

The Leonard Seed Co. of Chicago has installed an all steel Ellis Drier of 100 bus. per hour capacity.

The Panhandle Seed Co. has been organized at Amarillo, Tex., to handle seeds, with Allen Early of the Early Grain Elevator Co. as mgr.

The Albert Dickinson Co. has installed a King Buckhorn Machine in its Chicago plant and another at Minneapolis, purchased from J. M. King & Son.

Receivers have been appointed to take charge of the business of the Grossmann Seed & Supply Co., of Petersburg, Va., at the request of the stockholders.

Good seed wheat is a scarce article in South Dakota, and farmers have made contracts for large quantities from dealers in districts where better conditions exist.—E.

Frank Feelyater of Columbus, Wis., bot Jan. 11, all of the timothy seed raised by the Morrison Bros. on 120 acres in Leeds township, paying about \$6,500 for the crop.

A bill providing for the free importation of wheat, oats, barley and flaxseed for seed purposes only, from Canada during January, February and March of each year, was introduced Jan. 8, by Representative Hanna.

Pres. Frank I. King of the Toledo Produce Exchange has appointed F. W. Annin, F. W. Jaeger, J. C. Keller, R. L. Burge, J. A. Smith, W. F. Stone, W. R. Hadnett as the standing Seed Inspection Comite for 1912.

Prof. M. L. Wilson of the experiment station at Bozeman, Mont., predicts that fully 500,000 acres will be sown to flax in Montana this year. While compiling statistics on the 1911 crop, he found that some fields averaged 28 bus. of flaxseed to the acre.

The Arbitration Committee on Grass and Field Seeds recently appointed by directors of the Chicago Board of Trade for the ensuing year, is composed of Adolph Gerstenberg, A. L. Somers, F. E. Winans, T. M. Hunter, C. A. Heath, G. A. Wegener and G. S. Green.

W. F. Chamberlin was re-appointed inspector of seeds and castor beans, for the Merchants Exchange, St. Louis, Mo., by Pres. Bernet, who also appointed a standing comite for 1912, for seeds and castor beans, composed of C. F. Beardsley, chairman; Ben. P. Corneli, Chas. E. Prunty, F. S. Plant and Robert W. Pommer.

The Chi., M. & St. P. and the Chicago & N. W. will give special rates for transportation of seed grain to South Dakota. They announced this after the Mnpls. & St. L. had declared its intention to deliver seed grain free to farmers. The roads have taken this action because of the crop failure in that state.

Prices of clover and timothy seed soared to high mark of the season this week. Light offerings chiefly responsible for the advance. Trade continues moderate and market sensitive. Further decided advance would probably make market more sensitive. Still some stubborn shorts, but mostly hedgers. Coun-

try chief longs and playing on velvet. Some scattered realizing this week. Prime being at premium helps restrict cash demand for immediate shipment. West buying a little and reported inquiring freely. As cash demand increases, some hedges will be taken off which will help prices.—C. A. King & Co.

A pure seed law is advocated by Governor Crothers of Maryland, who said in his annual message: As pure seed is one of the most vital things to be considered, I would recommend the passage of a pure seed law, in order that the farmers of Maryland might be saved from imposition and consequent injury of impure and imperfect seed.

Chicago received during the week ended Jan. 20, 125,800 lbs. of timothy seed, 26,500 of clover seed, 335,000 lbs. of other seeds and 7,600 bus. of flaxseed; compared with 332,500 lbs. of timothy seed, 3,800 of clover, 121,800 lbs. of other seeds and 4,000 bus. of flaxseed received in the corresponding week of last year. Shipments for the week included 72,500 lbs. of timothy seed, 97,200 of clover, 492,600 lbs. of other seeds and 10,500 bus. of flaxseed; against 718,200 lbs. of timothy, 156,200 of clover, 249,700 lbs. of other seeds and 3,900 bus. of flaxseed shipped in the same week last year.

Toledo received 800 bags of clover seed during the week ending Jan. 20 and shipped 1,131 bags; compared with 1,895 bags received and 1,749 bags shipped in the corresponding week of 1911. The total for the season to date shows 24,569 bags received and 11,717 bags shipped; compared with 42,900 bags received and 16,504 bags shipped in the corresponding part of last season. Alsike receipts for the week ending Jan. 20, were 240 bags and 6,417 bags for the season; compared with 104 bags received during the corresponding week last year and 7,752 bags received in the corresponding season.

Alfalfa will play a very important part in the agriculture of North Dakota, as it has already in Kansas and Nebraska. There are many difficulties in the way of developing a large acreage in North Dakota, but these difficulties can scarcely prevent the ultimate attainment of results. One of these difficulties is the securing of proper seed. North Dakota should grow its own alfalfa seed. When the alfalfa acreage of North Dakota has increased so that our farming methods are upon a rational basis, so that our agriculture is built upon a permanent foundation, then the alfalfa acreage will approximate 3,000,000. The present acreage in North Dakota is quite unknown, but it certainly is not above 3,000.—L. R. Waldron, of experiment sub-station at Dickinson, N. D.

The contract for packeting, assembling and mailing the vegetable and flower seed in the free Congressional seed distribution was awarded by the government to the Brown Bag Filling Machine Co., of Fitchburg, Mass., the lowest bidder, at \$1.105 per thousand packets, including delivery of the packeted seed in mail sacks direct to the seed warehouse in Washington. The work was begun Oct. 25, 1910, and completed Apr. 28. The output was 49,570,370 packets of vegetable seed and 9,624,565 packets of flower seed. B. T. Galloway, chief of the Bureau of Plant Industry, says: The seeds to be distributed the coming year will be practically the same in kind and quantity as last year, unless there should be a serious shortage in the seed crop and the price should advance sufficiently to

make it necessary to reduced the quantity. Great care will be exercised to obtain only the best seeds the market affords, and all purchases will be made subject to rigid tests for purity and germination. Owing to the heavy demand for seed this spring and the depleted stocks of seed in warehouses, a larger percentage of the seed will be grown under contract than formerly.

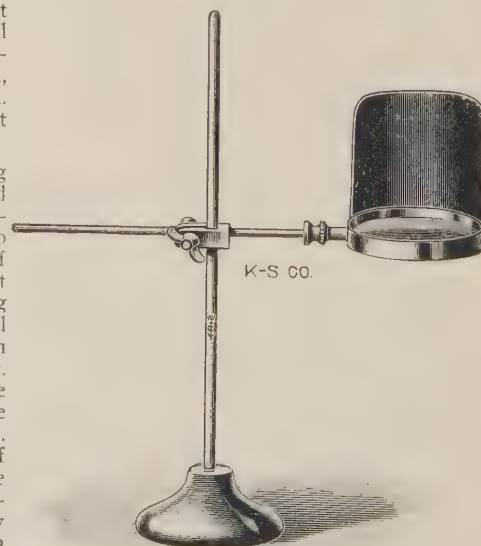
The Department of Agriculture of Quebec, Can., with the co-operation of the Federal Department of Agriculture of Ottawa, will hold the second provincial exhibition of seed grain at Quebec Jan. 24-26, in conjunction with the Canadian Seed Growers' Ass'n. The object of the exhibition is to encourage farmers to raise their own seed grain and to demonstrate to them that they can raise grain of the highest quality by careful selection and a good system of culture. Seed grain will be sold and exchanged during the exhibition. Prof. L. Klinck, of Macdonald College, G. Michaud and J. C. Cote of the Federal Dept. of Agri., will judge the seeds. The Canadian Seed Growers' Ass'n offers \$450 in prizes to its members.

Imports of seeds during the eleven months prior to Dec. 1, included 7,175,144 bus. of flaxseed and 24,622,930 lbs. of clover seed; compared with 7,395,541 bus. of flaxseed and 14,983,187 lbs. of clover seed, imported during the corresponding period of 1910. Exports during the eleven months included 2,338,978 lbs. of clover seed, 7,580,946 lbs. of timothy and 900 bus. of flaxseed; compared with 4,273,450 lbs. of clover seed, 17,543,589 lbs.

## Reading Glass for Seed Tests.

One of the indispensable requisites in the up-to-date seed testing laboratory is a magnifying glass, which greatly facilitates the work of separation and relieves eye-strain.

For purity tests of small seeds the glass and stand shown in the engraving herewith will be found very useful. The magnifying lens is supported by an iron base and by means of a movable and jointed attachment can be raised and lowered at will. A shade is provided to shield the eyes from reflections of the lens. The latter should be used at a distance of 2 to 4 inches from the table, thus allowing ample space to work underneath with forceps in making a separation. It is made by the Kny-Scheerer Co.



Magnifying Glass for Seed Tests.



of timothy seed and 4,260 bus. of flaxseed, exported in the corresponding period of 1910. Exports of foreign seed during the eleven months prior to Dec. 1; were 88,040 lbs. of clover seed and 21,919 bus. of flaxseed; compared with 5,950 lbs. of clover seed and no flaxseed, exported in the corresponding period of 1910, as reported by O. P. Austin, chief of the Bureau of Statistics.

The Omaha Grain Exchange will establish a seed testing bureau in the near future.

Garton's Book of the Farm is the 1912 catalog of the many new tried seeds of the Garton-Cooper Seed Co., Sugar Grove, Ill., including the celebrated regenerated oats and other grains.

The J. C. Robinson Seed Co., of Waterloo, Neb., recently bot the elvtrs. of the Omaha Elvtr. Co. at Waterloo and Valley, Neb. The Waldron Seed Co. is operating the Waterloo elvtr. under lease at present and will continue to do so until the lease expires.

Free transportation of seed into South Dakota will be granted by the different roads running into the state, who have recently informed Immigration Commissioner Deets of Pierre, S. D., of their intentions. The Chicago & Northwestern railroad will on request of the county commissioners of the counties of Faula, Sully, Hand, Hyde and Hughes east of the Missouri river, and in the counties west of the river, haul seed wheat, flax and barley free. The Chicago, Milwaukee & St. Paul road will take the same action on all its lines west of Aberdeen in this state. The Minneapolis & St. Louis takes like action on all its lines west of Watertown. The Soo road will do the same on its line into Campbell county in the northern part of the state. The Great Northern line will give a half rate on all its lines running into the state for this purpose.

Germany has a good crop of red clover seed. A large portion has been threshed right in the fields at harvest time, due to very favorable dry weather, and is sold. In some sections which are used to thresh exclusively when frost sets in some seed will come out now, and be needed for the home consumption. These supplies will not be of much consequence. Frost bound to bring out merely the seed of some stragglers, i. e., by far the smaller part of the crop. Since American threshing machines are used practically throughout Europe growers need not wait until after frost; generally speaking only the poorer sections now being compelled to do so. In Russia the output certainly has been overestimated, though from the beginning of the season we expected only a small average yield. From present indications about one-third of an average crop will be secured. Most lots contain buckhorn, are weather stained and very unclean, not being suitable for export purposes at all, though suitable for European wants; while for fancy grades very high prices are being paid by the European consumption, also for the export to the States and Canada.—R. Liefmann Sons Successors, Hamburg, Germany.

The Rouleau, Sask., Board of Trade challenges any grain shipping point in the world to prove that in any one year such point produced and shipped a richer crop than did Rouleau during the railway year ended Aug. 1, 1911: 1,319,000 bus. of all kinds of grain, including 200,000 bus. of flaxseed, 500,000 bus. of wheat of all grades, and 620,000 bus. of oats.

## From the Seed Trade.

Schmidler & Runte, Hilbert, Wis.: Acreage of red and alsike clover will be increased about 25 per cent. The yield of the last crop was good, but the acreage was only about 25 per cent of normal. No old seed is in farmers' hands.

McArthur Machine Co., Aberdeen, S. D.: Last year's seed crops were abnormally below the average in this locality, but the coming year promises a larger acreage, as we look for a small revolution toward diversified farming.

C. A. Smurthwaite Co., Ogden, Utah: In this territory we produce a large amount of alfalfa seed and a limited amount of red clover and timothy seeds. There was nothing carried over from last season practically. We all started on the new crops with a clean sheet. Red clover and timothy are practically exhausted in this territory already. There has likewise been a very active demand for alfalfa seed from all over the United States and Canada and choice samples have been disposed of. While alfalfa yields were good qualities were poor, at least four-fifths of the entire crop being of indifferent quality.

Henry Philipps Seed & Implement Co., Toledo, O.: In our opinion the red clover crop thruout this section is smaller than it has been for some years past, altho in certain localities where the seed could be saved this fall, the yield per acre has been large. Alsike has yielded still better and a large crop of timothy was harvested and sold in Ohio. The alfalfa crop is a record breaker, larger than ever before known. The light grasses we understand to be a short crop altho large quantities of the latter seeds carried over from last year, that is in some sections.

## SIGNATURES ON VOUCHERS As Required by Carriers.

The decision by the Interstate Commerce Commission in the case of Bewsher Co. v. Union Pacific R. R. Co. is of interest principally as demonstrating that the Commission is fast becoming totally unfit to protect the public from corporate dictation.

The facts are that the Bewsher Co. is unincorporated, Mr. A. H. Bewsher sole proprietor, doing a grain receiving business at Omaha, Neb. In the settlement of claims the Union Pacific has prescribed just how the person receiving the amount shall sign the individual, firm or corporate name. Complainant signed the receipts to the vouchers "The Bewsher Co., by A. H. Bewsher," but the railroad company refused payment because its rule "In the case of corporations the corporate name shall be signed to the receipt over the signature of any official, designating his official title," had not been complied with. Thereafter Mr. Bewsher used several different forms of signature, but always refused to add a title.

Alleging his complaint to be without merit the Commission dismissed it, holding "After a most careful examination of the record we fail to see that there is any element of unreasonableness in the regulation of which complaint is made, or anything that subjects the petitioner to an unlawful discrimination or prejudice. On the contrary the regulation seems to be an altogether proper one. As the complainant is the sole proprietor of the business conducted by him under the style of the Bewsher Company, which is unincorporated, we see no ground for regarding it

as unreasonable to require him, when signing vouchers in settlement of accounts between him and the defendant, to indicate that such is his relationship to the Bewsher Co. or to use some other words reasonably explanatory of the nature of his capacity in or relation to the company as required by the defendant's rule."

The foregoing decision so ignores the principle involved that it seems the members of the Commission must have forgotten the elementary rules of law. Can it be that their intelligence has become warped by contact with railroad methods of expediency rather than right, of compromise rather than justice?

## DECISION SCORED BY BEWSHER.

Grain Dealers Journal: As to what process of reasoning the Interstate Commerce Commission used in their decision, I would say that the Lord and the Interstate Commerce Commission only know, for their decision, if it could be construed as a decision, is in direct conflict with the judgment we secured against the Union Pacific in the County Court of Douglas County, Nebraska, at which time the judge rendering the judgment stated that the Union Pacific nor anyone else had any right to make any condition preliminary to the payment of a debt, and that they had no right to a receipt, much less to dictate the form that receipt should carry. It will be noted that the Interstate Commerce Commission's disposition of this matter is a dismissal, because of the lack of merit, rather than a decision. They overlook the principle involved and evidently were moved to their clean-up of this matter by the teaching of "get the money how ever you get it, but get it."

We could have signed any fictitious title to the writer's name on a Union Pacific voucher, for by their own admission before the Interstate Commerce Commission examiner, they would have honored that title. It made no difference what the title was so long as it was a title. Had we signed it secretary, or book-keeper, or clerk after Bewsher's name, they would have honored the voucher, according to their own statement, yet any one of these titles might have been fictitious as regards Bewsher. The Union Pacific was evidently guided by the belief that a criminally disposed person, wishing to cash one of their vouchers, might hesitate to sign the title of clerk or book-keeper, whereas they would have no hesitancy in signing the name of A. H. Bewsher.

The whole matter from the beginning was too trifling to merit a moment's hesitancy on the part of anyone and we contested the matter from a standpoint of principle only because the Union Pacific refused to honor their vouchers when deposited in the bank by us without a title. We maintained that they were entitled to no receipt whatever, yet the Interstate Commerce Commission says otherwise, notwithstanding the fact that their examiner at the time this testimony was taken stated that the Union Pacific nor anyone else could compel him to change his established form of signature and we showed by numerous letters in the hands of the Union Pacific that we had established this particular form of signature that we offered them.

There is no justice in this action and we will not be at all surprised, if the Interstate Commerce Commission's future rulings are of this class that they will soon follow into the disrepute in the public eye that the Court of Commerce is now enjoying.—Bewsher.

The Federal Aid Good Roads convention to be held in Washington, D. C., by the American Automobile Ass'n will be well attended by delegates representing every section and nearly every state. The question of road improvement has become widespread and the governors of Wisconsin, Colorado, Illinois, Virginia, South Carolina, Montana and Florida have named delegates and other states are expected to follow. Business organizations are also sending representatives, among them the Nashville, Tenn., Board of Trade; Greensboro, N. C., Chamber of Commerce; Birmingham, Ala., Board of Trade; Toledo, O., Commercial Club and many others.



## Supreme Court Decisions

**Damages for Breach of Contract.**—Where a seller of a car of seed oats delivered a car short a specified number of bushels the measure of damages was the market value at the time of delivery of the oats not delivered.—*Brown Grain Co. v. Tuggle*, Court of Civil Appeals of Texas. 141 S. W. 821.

**Future Contract Valid.**—Under Revisal 1905, § 1689, making void contracts to deliver cotton, etc., when actual delivery by the parties is not intended, uncommunicated intent of one of the parties not to deliver does not invalidate the contract.—*Rodgers, McCabe & Co. v. Bell*, Supreme Court of North Carolina. 72 S. E. 817.

**Value at Unknown Destination not Basis of Settlement.**—Where one sells corn to be loaded by him on cars, without any understanding as to where it is to be shipped, the market value at the point to which the buyer ships is not a proper element in estimating the damages from the poor condition of the corn.—*Neil v. Cunningham Store Co.* St. Louis Court of Appeals. 140 S. W. 947.

**Intention of Both Parties to Future Contract.**—A contract for future delivery of a commodity is illegal, as a wager on the fluctuation of the market; the intention of both the parties, at the time of contracting, being that no property in the commodity shall pass, or that no delivery in kind shall be made.—*Marengo Abstract Co. v. C. W. Hooper & Co.* Supreme Court of Alabama. 56 South. 580.

**Void Limitation of Carrier's Liability.**—A stipulation in a carrier's B/L exempting it from loss or damage by fire from any cause whatsoever occurring, was invalid, as contrary to public policy, in so far as it attempted to exempt the carrier from liability for loss resulting from fire caused by the negligence of the carrier's agents or servants.—*P. Garvan v. New York Cent. & H. R. R. Co.* Supreme Judicial Court of Massachusetts. 96 N. E. 717.

**Performance of Contract.**—A stipulation in a contract of sale for the shipment of goods within a specified time is not compelled with by merely obtaining from the carrier a B/L for the goods which the carrier has not actually received, and the seller is chargeable with any delay, so long as it fails actually to make the shipment according to the contract.—*W. T. Adams Machine Co. v. South State Lumber Co.* Appellate Court of Alabama. 56 South. 826.

**Limitation of Carrier's Liability.**—The mere acceptance by a shipper, without objection, of a receipt or B/L tendered by the common carrier that contains a stipulation importing a limitation of the carrier's responsibility, based upon an assumed valuation of the goods that does not correspond with their real value, is not conclusive evidence of the shipper's assent to such limitation.—*Hill v. Adams Exp. Co.* Court of Errors and Appeals of New Jersey. 81 Atl. 859.

**Valid Sale of Crops to be Grown.**—Products of the soil yet to be grown being the subjects of a valid sale, a sale of cotton to be grown is not such a deal in "futures" as is prohibited by Code 1907, § 3349, where there is no agreement that there shall be no actual purchase and delivery of the cotton, and the transaction shall be settled on a day in the future by the loser paying the winner the difference between the market price and the contract price.—*Gann v. W. R. Long & Son*, Appellate Court of Alabama. 56 South. 606.

**Discrimination by Carrier.**—A carrier cannot refuse the allowance for elevator service on through grain in carloads at terminal points to elevator owners who, through ownership of the grain, derive an incidental advantage by using the oppor-

tunity afforded during the process of elevation to weigh, store, inspect, clean, mix, or otherwise treat the grain, in view of the provisions of the act of June 29, 1906 (34 Stat. at L. 584, 590, chap. 3591, U. S. Comp. Stat. Supp. 1909, p. 1150), recognizing that services in transportation, rendered by an owner of the property transported, are to be paid for by the carrier.—*Union Pacific R. R. Co. v. Updike Grain Co.* Supreme Court of the United States. 32 Sup. Ct. Rep. 39.

**Notice and Hearing under Pure Food Act.**—The notice and preliminary hearing by the Department of Agriculture which must be given under the pure food and drug act of June 30, 1906 (34 Stat. at L. 768, chap. 3915, U. S. Comp. Stat. Supp. 1909, p. 1187), to the person from whom the sample was obtained, when, upon examination by the board of chemistry, an article is found to be adulterated or misbranded, is not a condition precedent to the prosecution of a manufacturer, instituted by the Department of Agriculture or its agent, for shipping misbranded goods in interstate commerce.—*United States v. John Morgan*, Supreme Court of the United States. 32 Sup. Ct. Rep. 81.

**Acceptance of Shipment.**—Where a car load of fruit is shipped, with the right of the consignee to inspect and accept or reject on arrival, and the consignee does not inspect and accept or reject the fruit upon arrival, but pays the draft for the price, and after distributing a portion of the fruit discovers that much of the car load is defective, and does not then reject the fruit and notify the consignor or his authorized agent, but uses such of the fruit as he desires to use, without making a binding new contract with the consignor or his authorized agent, the consignee cannot afterwards recover from the consignor the value of the alleged defective fruit.—*Corey's Wholesale Fruit Co. v. W. R. Fuller & Co.* Supreme Court of Florida. 56 South. 800.

**Shipper Can Recover for Grain Doors.**—Plaintiff requested defendant railroad company to furnish grain cars, which it agreed to do, and, relying on its promise, plaintiff brought his grain to the station when he found that the cars had no grain doors, and, if the grain were shipped without grain doors, barely half a load could be safely shipped, and plaintiff, in order to ship the grain, furnished material, and had the grain doors put in at small expense. Defendant had been accustomed to put in grain doors for shippers for a number of years. Held, that at common law plaintiff could recover from defendant the cost of putting in the doors, since in doing so he only performed defendant's implied obligation to furnish cars suitable for shipping grain.—*Loomis v. Lehigh Valley R. Co.* Supreme Court of New York. 132 N. Y. Supp. 138.

**Carrier May Hold Stock in Elevator Co.**—Under Const. art. 12, § 7, providing that no corporation shall engage in business other than that expressly authorized by its charter or the law under which it may have been organized, a railroad company may, for the purpose of obtaining fuel for its locomotives, mine coal, and may own and operate an elevator for the handling of the grain which it transports, and hence it may purchase stock in mining and elevator corporations to carry out those purposes, where such ownership is not a mere cloak to hide a usurpation of the corporate franchises of such corporations and such usurpation is not shown by the mere fact that the ownership extends to practically all the stock in such corporations, since it will be presumed that directors have been chosen because of their fitness, and are left to conduct the business in a lawful manner.—*State v. Missouri Pacific Ry. Co.* Supreme Court of Missouri. 141 S. W. 643.

**Title under S/O B/L.**—While the general rule is that where one orders goods to be shipped by a common carrier, and the order is accepted and the goods shipped, a delivery to the carrier is a delivery to the purchaser, the carrier being the agent of the purchaser to receive them, and when this is done the title passes from the ven-

dor to the vendee, this general rule, however, is subject to exception. If for any reason the seller, at the time of the shipment and delivery of the goods to the common carrier, takes a B/L to his own order, and attaches thereto a draft for the purchase money, he thereby expresses his intention to retain the title until the draft is paid, or accepted, and secured; and, where this method of shipment is adopted, the carrier becomes the agent of the seller or consignor, and would be authorized to deliver the goods only on a surrender to it of the B/L.—*Southern Ry. Co. v. Strozler & Waters*, Court of Appeals of Georgia. 73 S. E. 42.

**Anti-Discrimination Statute Valid.**—Code Supp. 1907, § 5028b, as amended by Acts 33d Gen. Assem. c. 22, provides that any person, etc., engaged in the business of buying milk, cream, or butter fat for manufacture, or buying poultry, eggs, or grain for sale or storage, shall be guilty of unlawful discrimination and punished, if, to destroy the business of a competitor, he shall discriminate between different sections, localities, cities, etc., by purchasing such commodities at a higher price in one section, city, etc., than is paid therefor by him in another section, etc., after making due allowance for any difference in the quality and in the actual cost of transportation from the point of purchase to the point of manufacture, sale, or storage. Held, that the statute did not violate Const. art. 1, § 6, requiring all general laws to operate uniformly, and inhibiting the General Assembly from granting to any citizen privileges or immunities which shall not belong to all citizens upon the same terms; the classification adopted by the statute being substantial and reasonable.—*State v. Fairmont Creamery Co.* Supreme Court of Iowa. 133 N. W. 895.

**Landlords Lien.**—A lease of a farm at a rental payable at the end of every six months, providing that the lessee might sow a certain quantity of grain to be harvested after expiration of the term, having provided that, without charge and without liability of any one to the tenant for damages, C., who was operating a quarry on part of the farm, might use such parts of the farm as he might require for carrying on the quarrying, for any purpose or use necessary or incidental to the business, the making of improvements by C., incidental and essential to the improvements of the quarry, though rendering untenable 30 or more acres of the farm, not only did not constitute an eviction of the lessee, who, after such improvements were made, paid rent for six months, and then, at the end of the next six months, left without paying the rent therefor, claiming only a right to reduction of rent, which was not conceded; but, even if they did amount to an eviction, they did not entitle him to re-enter and take away the growing grain without paying the rent which accrued while he was in possession and before he left.—*Tham v. Carroll*, Supreme Court of New York. 132 N. Y. Supp. 4.

Germination adversely affects the milling quality of wheat. Professors J. T. Willard and C. O. Swanson of the University of Kansas in baking tests of flour made from germinated wheat found that its deleterious effects was manifest even when mixed in the proportion of only one-thirtieth. Sound wheat loses 1.6 per cent in cleaning for milling; but the germinated wheat lost from 3.5 to 23 per cent. Bread from germinated wheat took longer to rise and gave a smaller volume of loaf.

Chicago Board has serious problem.—Chicago family troubles have convinced the general public that the contract grades are not like Caesar's wife, above suspicion. The board has shown a tendency to legislate against speculation. Trade in futures is as essential as cash demand, to market the crops and to make a leading market. There must be a regulator of values.—C. A. King & Co.



## CHRISTMAS AT FITEVILLE.

BY A. R. B.

"Forty-nine and a half, Jake," said the grain dealer in reply to a request for the day's price of corn.

"Well, seein' as to how that's the case I reckon yer neighbor gits the corn. He's a-payin' fifty," spoke up the farmer.

"A'hem, he is, is he, well I'll jest go him one better. I'll make it fifty," answered the petulant buyer.

"Let ye know," says the farmer as he walked out with a smile from ear to ear, well pleased with his market manipulation.

Bill Beatit and Hy Overprice were independent grain dealers in a little town of western Indiana, and in previous years had been well satisfied with the profits received from an equally divided territory. But owing to a heated dispute over the trade of a new farmer they had undertaken the hard and costly task of "running the other fellow out of business," and had prices up to an unreasonable figure.

The farmer on leaving the office of Mr. Beatit immediately went over to the office of Mr. Overprice, and upon entering the door asked "What's corn worth today, Hy?"

"Forty-nine 'n' a half," replied the dealer.

"Um, Bill's a-payin' fifty and a half," said the farmer, looking out of the corner of his eye to see the effect of this statement on the dealer.

"Wait a minute, I'll call up and get the market, maybe there's been a rise," and the grain man stepped to the phone.

"Hello, Jack, how's corn? Steady—huh? Alright, thank you." Then to the farmer, "I'll give you fifty-one for that corn, if you haul it in tomorrow."

"Alright, 5,000 bushels," said the farmer as he walked out of the door.

\* \* \* \* \*

It was the day before Christmas, and a light fluffy snow had fallen through the night. Bill Beatit sat in a big comfortable chair toasting his feet at the stove. He had just finished the evening mail, and one would suppose that he was thinking of tomorrow. But no, things were not going right, markets were breaking, and unless the wild bids for grain were stopped he would have to give it up and leave it all to his competitor.

Now all this time the competitor's mind was running in the same trend, and he had decided to go over and have it out with Bill. It was a case of dog eat dog, and he was willing to make a fight to the finish.

"Well, here goes," said Hy as he picked up the morrow's turkey. Putting it under his arm he walked out of the door.

The sky was clouded over and the fast falling snow made it impossible to see ahead. When, bump, and Hy ran into someone. He picked himself up, and after brushing the snow from his clothes, began to apologize to the person who had been the cause of his falling.

"That's alright, I should have looked where I was going. It's all my fault," spoke up the other.

"No, sir, partner, you can't do that, I'm to blame. You see I've had lots to worry me lately, and got the habit of walking with my head down, but this has taught me a lesson. Say, have you got a match. I've lost my turkey."

"Sure!" and the man struck a match. "Well, I'll be ———, Hy!"

"Bill!"

"Here I've been a fightin' to put you down and out, and I pret' near done it, but I've helped you up."

"We're both on our feet now, what do you say to stayin' that way. Well. How about bringin' your family over tomorrow, and we'll have one big love feast?"

"My hand, Hy. I can smell that er Turk a cookin' now." The farmers work neither of them any more.

## NEW SECRETARY OF ST. Louis Merchants' Exchange.

Eugene Smith, who was recently elected sec'y of the Merchants Exchange of St. Louis to succeed the late George H. Morgan, has been identified with the commercial and financial interests of St. Louis for upwards of twenty years.

Mr. Smith was the assistant secretary for the past six years and prior to that time was associated on the Exchange floor for upward of twelve years as the commercial and financial writer on the old St. Louis Chronicle. Mr. Smith is a graduate of the public schools and after leaving the high school took the collegiate course at one of the minor southern schools. After leaving school Mr. Smith took up the study of law but had to give it up owing to the illness of his father and for a time was associated with the latter in the brokerage business at his old home at Little Rock, Ark.

Shortly after the death of his father in 1890 Mr. Smith returned to St. Louis going to work on the St. Louis Globe Democrat, reporting the live stock markets at the East St. Louis and St. Louis yards, and since that time has been more or less engaged in newspaper work for many



Eugene Smith, St. Louis. Mo.  
Secretary Merchants Exchange.

years, making a specialty of writing for trade papers in connection with his other work. A portrait of Mr. Smith is reproduced herewith.

## COMMISSION MERCHANT TO Protect Himself May Sell Consignment Against Instructions.

The Supreme Court of Indiana, in a decision given Dec. 5, while reversing the decision of the Appellate Court, upholds the action of Chas. England & Co., of Baltimore, Md., in their suit against Duffy & Harrington, of Otterbein, Ind., whose instructions regarding a consignment of oats they had violated.

In August, 1907, Duffy & Harrington shipped several cars of oats to Baltimore, billed to themselves and attached to Bs/L drafts on plaintiff in the aggregate sum of \$3,900. As the aggregate sum of the drafts exceeded the value of the oats England & Co. refused to honor the drafts; but after wiring shippers to make a reduction the latter replied "Handle seven cars; if we have overdrawn on you, make draft on us."

On receipt of this England & Co. paid the remaining four drafts of the seven aggregating \$3,681.72. The oats were damp, musty, of light weight and stained and were not marketable. England & Co. had them dried and handled to grade, and thereafter at different times submitted to the shippers bids received, until Nov. 29, 1907, when plaintiff notified defendants that, unless \$500 was paid by Dec. 3, 1907, the plaintiff would proceed to sell the same for defendants' account and risk, upon the open market, at Baltimore; that said sum represented the excess of the amount paid on the drafts above the market value of the oats at that time. Defendants failed to pay the \$500 or any part thereof, and on Dec. 3, 1907, plaintiff did sell the oats for the highest price obtainable therefor; that the net proceeds of the sale amounted to \$3,138.35. An itemized statement of the gross amount received at the sale, and freight, inspection, insurance, storage, commission, etc., expenses paid therefrom, is set forth in the complaint. The complaint further alleges that plaintiff has paid on the draft \$542.37 more than the net proceeds of the sale.

England & Co. brot suit and recovered judgment for \$555, and on technical legal grounds the Supreme Court has reversed the decision and remanded the case for new trial, stating the following principles to guide the lower court:

A factor who has made advances on the credit of goods consigned to him for sale has a lien thereon for the sums advanced, and has the right to sell enough thereof to satisfy the lien, and, after the advancements are made, the factor is not bound to obey the subsequent instructions of his principal as to the sale; and if the factor demands repayment of the sums advanced, and the principal refuses payment, he may, after reasonable notice, sell enough of the property to satisfy his lien, although in so doing he violates his principal's instructions. And if the sale is made in good faith, for the best price obtainable, and the proceeds thereof are not sufficient to satisfy the lien, the principal is liable for the amount of the deficit. *Mooney v. Musser*, 45 Ind. 115; *Holderman v. Manier* (1885) 104 Ind. 118, *Johnson v. Clark*, 20 Ind. App. 247, *Shaw, Adm'r. v. Furgason*, 78 Ind. 547; *Brown v. McGran*, 14 Pet. 479; *Davis v. Kobe*, 36 Minn. 214; 19 Cyc. 127.

The error of the lower court was in throwing out a counter claim by Duffy & Harrington, which, when entertained on new trial, however, is not expected to change the result.—96 N. E. Rep. 704.



## MID-WINTER MEETING INDIANA GRAIN DEALERS ASS'N AT INDIANAPOLIS

The mid-winter meeting of the Indiana Grain Dealers Ass'n and the Indiana Millers Ass'n was held at Indianapolis, Jan. 16, in the assembly room of the Board of Trade. The two associations held separate sessions in the morning, and a joint session in the afternoon.

Pres. C. A. Ashpaugh called the Grain Dealers Ass'n to order at 10:15 a. m., and opened the meeting with the president's address, from which we take the following:

### PRESIDENT'S ADDRESS.

One question we should endeavor in these meetings to answer to the satisfaction of "The stay at home" Grain Man. "Is the Ass'n of any benefit to me?" If we succeeded in showing him wherein he is benefited by the Ass'n, we have strengthened our organization and have gone a long way toward the lessening of the loss of members from the non-payment of dues.

The Grain Dealer must know, if he is in any degree conversant with the history of his business, that before the advent of the Ass'n the grain trade spelled demoralization. He is surely aware that few dealers felt they were bound to respect the rights of others until civil courts stepped in and compelled them. He cannot be blind to the fact that there was no uniformity in the grading of grain, no trade rules to guide either the shipper or the receiver, no wholesome respect for contracts. Everywhere was disorganization, business derangement and disorder.

These conditions having been vastly improved, the question naturally arises: Who improved them?

It was the grain men themselves. It was the men within the trade who saw unless something was done the great grain business was to become hopelessly subverted and unfit as a calling for honest men. These men went into the fight for decent conditions in the grain trade.

Their labors have been rewarded. They have established the principle of arbitration among the dealers, compelled recognition of uniformity in grain grading, prepared a set of trade rules that are more comprehensive and complete than those of any other organization, compelled the railroads to treat the grain shipper with justice and equity—in short, they pulled the grain trade back out of the moral mire into which it was slowly sinking. To do this money was needed.

Those who went into the work were fighting not only for themselves but for EVERY ONE in the grain trade.

The money, therefore should come from the entire trade—from every one who would receive benefit from the work of the Ass'n. That is not only logical, but eminently fair.

Any Association that does not have a healthy numerical increase, while there are eligibles without its ranks, is not living up to the full measure of its possibilities.

An Association cannot be built up by one or two men with circular letters. You can't get new members by conducting a correspondence school.

The non-members are your neighbors and your friends. A word from you will go farther than a dozen circular letters.

Sec'y C. B. Riley read the report of the secretary, covering the past six months, from which we take the following:

### SECRETARY'S REPORT.

In addition to my regular work, I attended the Grain Dealers National Convention at Omaha, two meetings of the Federation of State Ass'ns at Chicago, one meeting at Chicago with the State Railroad & Warehouse Commission on the subject of the moisture test for corn, three days on the Purdue Seed Wheat Train, and three meetings with the farmers, in conjunction with Prof. Fryer of Purdue Agricultural Extension Department, two conferences with the State Railroad Commission and one visit to Baltimore and New York in the interest of our shippers, in an effort

to obtain certain relief at Baltimore in the grading of grain, which resulted in the Grain Committee and members of the Exchange agreeing to bring about a remedy by the exclusion of the ½ ct. charge now made for supervising grain that passes through the driers. This matter is now pending before the Exchange and I am advised that it will be favorably acted upon. My full report was published in the Grain Dealers Journal for December 25th.

I am pleased now to report the exact status of our membership as well as some other matters of special interest to the entire grain trade of the State.

### MEMBERSHIP.

Reported June, 1911: Shippers in good standing, 240; receivers in good standing, 54; associate in good standing, 10; total, 304.

Loss of members by withdrawals while in good standing: Shippers, 9; receivers, 3. Dropped for delinquency in dues: Shippers, 21; receivers, 1; associate, 2; total, 36.

New members added: Shippers, 21; receivers, 14; associate, 1; total, 36; net membership, 304; additional stations, 103.

In submitting this membership report we have adhered strictly to the rules defining "What constitutes a member in good standing" and eliminated everyone that was not in good standing Dec. 31, 1911.

Having no membership committee and but little effort made by members generally to increase our membership, the above showing is a source of congratulation to be indulged in by those who have added to our roll of LIVE ONES, and we hope there will be a Membership Committee appointed at this meeting that will add greatly to our present splendid roll of gentlemen, who are sufficiently modern in their views to see the benefit, yes, the necessity for Association Spirit and Association Work.

There are so many things of vital interest to the trade that the executive officers of the Association should be able to work along lines that will benefit you in the largest possible sense and not be required to spend half or two-thirds of the time of the Association in raising revenue for its support.

During the past six months we have added the members above mentioned, also added to our revenue the sum of \$533.26 as the net proceeds from our Directory and the Freight Claims Department, and we hope to be able to report at our next meeting greater receipts from the Claims Department and the Scale Inspection Department. But while all this is valuable and good Ass'n work, it is not of the highest value to the entire membership, as legislation, both Federal and State, are of such importance as to justify some attention and expenditure of money.

Special Matters pending before the Pure Food and Drug Department at Washington need prompt and continuous attention and those who have given the matter thought, have suggested the advisability of raising a special fund for proper use along lines that mean much for the membership generally, but outside and in addition to the regular work and expenditures of the Ass'n.

Pending before Congress are some measures that relate to Order Bills of Lading that should be followed closely, as well as other matters.

We should have a Committee on Legislation, as well as on Ways and Means that will be ready for any emergency, legislation, litigation, conference or otherwise and such Committee should be supported by the entire membership, under such conditions, that the cost to each will be a mere bagatelle.

Claim Department: Last April the Board of Managers authorized the establishment of a Freight Claims Department for the adjustment and collection of Claims growing out of transportation matters. The Department was organized and up to this time we have filed claims for 26 members who have availed themselves of the opportunity and filed 102 claims, 57 of which have been paid in full, 39 are yet under investigation and 6 have been rejected or returned with refusal of payment.

That you may know how the different roads are interested and how they have provided for the claims filed, I submit the following table:

### STATUS OF CLAIM DEPARTMENT.

	Filed.	Paid.	Unset- tled.	Re- jected.
C. C. C. & St. L.				
(Big 4).....	45	21	22	2
C. C. & L. (C. & O.).....	2	..	..	2
C. I. & L. (Monon)....	7	1	6	..
C. I. & S.....	11	5	5	1
G. R. & I.....	1	..	1	..
Ills. Central....	24	24	..	..
L. E. & W.....	6	4	2	..
P. C. C. & St. L. Ry. ....	4	1	2	1
T. St. L. & W. (Clover Leaf)....	1	1	..	..
Vandalia .....	1	..	1	..
Total.....	102	57	39	6

Arbitration: But two cases have been filed for arbitration since our last report. One has been disposed of and award paid. The other is now pending. In each of these cases, only one party was a member of this Ass'n, while in one, the non-member, was a member of the National Ass'n. Again we see the value of Association work and spirit reflected in the acts of those who for one cause or another, fail to identify themselves with the Ass'n.

Scale Inspection Department: Some time ago we effected an arrangement with the Fairbanks-Morse Co. to inspect and test scales of our members at a reasonable price, it being our duty to procure the orders and collect the fees. This work resulted in orders enough to send a man out on two trips and he inspected scales. Enough was accomplished to demonstrate the importance of the service and the necessity for a closer and more complete system. We have therefore made an arrangement with Mr. Chas. C. Hoffmann, a thoroughly competent man, to take up the work, devoting his whole time to it. He is now ready to begin.

In order to perform this service at prices indicated, viz: For members, \$4.00 for the first, \$3.00 for the second and \$2.50 for the third and each subsequent pair of scales examined, or 50 cts. additional for non-members. It is necessary to cover the State systematically, whereby each town on a given line of road may be visited in regular order of travel. If special trips are necessary, entailing heavy expense, extra charge will be necessary to cover such extra expense. Now this department will be beneficial to each of you in the exact proportion you patronize it.

A law that was enacted by the last legislature, which creates a Department of Weights and Measures. Dr. Barnard is the chief of the department. The law provides severe penalties for anyone to maintain scales that weigh incorrectly, and you will in time find inspectors from that Department in your midst, so we beseech you to put your house in order.

Sec'y Riley's motion that a comite of 5 be appointed on Resolutions was carried, and the following men were named: E. K. Sowash, Middletown; O. J. Thompson, Kokomo; Wm. Bosley, Milroy; John S. Hazelrigg, Cambridge City; Fred M. Lindener, Valparaiso.

H. E. Richter, Cincinnati, read a paper on "Why Receivers and Shippers Shud Co-operate," from which we take the following:

### CO-OPERATION OF SHIPPER and Receiver.

Years ago it was possible, on account of conditions prevailing, to do a grain and hay business without co-operation. Margins or profits were large, and the wiping out of a cent or two did not make much material difference. However, today, with the margins of profit prevailing, it is absolutely necessary for both shipper and receiver to see that none of it is lost; therefore it is essential that both parties to the transaction co-operate.

One of the very best things that can be done is to have meetings of this kind, where all parties interested can exchange their views and adjust their differences.

Association work has grown in the past few years quite materially, and has shown that it is essential that "organization" take the place of the "free-for-all" movement of a few years ago.

Shippers are becoming more thoroughly organized each day—with profit to themselves. The buying part of his business is in good order. He should see that the selling end of his business is put in the same condition. He should familiarize himself with the markets, to which he ships his grain, with the conditions prevailing in those markets, and with the requirements



of each market. Unless he does so, he will at times send grain to a market that does not absorb readily the commodity he ships. A thoro insight into all market conditions, not only as to price, but as to weighing, grading, disposition, terminal expense, etc., should be familiar to him.

The receiver in the different markets will co-operate with him, and give him all information that is necessary to enable him to dispose of his commodities to the very best advantage. I know of nothing which tends to promote to greater profit and increase of business than a mutual acquaintance between the shipper and the receiver. A spirit of confidence is necessary in order to have true co-operation.

If you are shipping grain to market, be absolutely fair with your receiver; give him all necessary data as to weights and quality of the grain that you are shipping, so that he can be prepared to find a good place for it. Misrepresentation on the part of the shipper often leads to unprofitable results.

See to it that the receiver, with whom you are doing business, gives you TRUE MARKET INFORMATION. This is essential to your success, and you should insist upon his furnishing you absolute facts as to conditions prevailing and the requirements of the market.

Your Association has done some good work recently in reference to visiting markets and having adjustments made as to grading, etc., that are fair to all concerned. This is a work that might have been taken up some time ago.

You will note in the ready response given by the markets visited, that the receiver is perfectly willing to co-operate with you in this matter. It is to be regretted that this Association did not take up the work some time ago, especially during the heavy movement of the last wheat crop.

Receivers and shippers should co-operate in having terminal markets adopt uniform practices, as to charges for commission, interest, weighing, inspection, etc. As the Rules are (now in effect) most markets vary materially.

This is a work that the Association might take up with benefit to all parties at interest.

**Safeguarding of bills of lading:** No doubt, federal legislation will be enacted providing that carriers use more discretion in the issuance of bills of lading.

Too many shippers are careless in the handling of these documents. They accept them from the Railroad Agent without necessary data as to rate, date, weight and other matter which is essential. They also accept same made out with lead pencil. Then, in turn, they make drafts on the receiver without properly indorsing the bill of lading.

Banks in discounting drafts, as a rule, provide for six or seven days' interest in their rate of discount. This being the case, there should be no objection on their part, in regard to making drafts payable on arrival of car.

If this could become the universal method of drawing grain drafts, it would do away with the uncertainty that now exists.

When you make draft on your receiver, leave reasonable margin, so that there will be no dispute between you as to whether or not the draft is excessive. If you overdraw, be just as prompt in taking up his draft as you would expect him to be in taking up yours.

On this point, will say, there is a great deal of complaint by receivers. Promptness on the part of the shipper in this respect will certainly be appreciated.

**Scoopers:** It has been the custom of some market men to do business with irregular dealers. This has been a source of contention between the country shipper and the terminal man for some time.

It has been contended, and rightfully so, by some terminal market men, that if the shipper wants protection at his end of the line, he should concede it to the terminal market man. In other words, he should do his business with a regular receiver in the market instead of selling to the retail trade or the consumer.

This is a matter that might be adjusted through the Ass'n, for my observation has been that the terminal market man does not care to take the risk of doing business with an irregular shipper, providing he is encouraged to do business with those who are regularly engaged and have the proper facilities for buying and selling grain.

The grain business is a large business and a good one, and will be made even larger and better if the spirit of co-operation in all matters, tending to marketing, are met in the spirit of true co-operation.

Mr. Richter announced that he officially represented the Cincinnati Chamber of Commerce, and that he was willing to listen to any complaints that shippers had

to make regarding the Cincinnati market.

P. E. Goodrich: The Cincinnati market issued a circular regarding cost of weighing and interest charge on drafts. What is it?

Mr. Richter: We have attempted to pass a uniform commission rule, which is now pending and will probably be passed at the next meeting.

It is absolutely fair that interest should be charged on draft while consigned car is in transit. Make the draft payable on arrival of car, then no interest will be charged.

In Cincinnati the commission man cannot buy his own consignment until after it has been publicly offered for sale. Then if he can use it at the highest market price there is no reason why he should not buy it.

I hope this ass'n will pass a resolution entirely favoring this rule, which is, that it is perfectly satisfactory for the receiver to buy his own consignment at market price without charging commission. We want these rules to be fair and satisfactory to you.

C. G. Egly: Why should we pay \$1.00 weighing charge at Cincinnati when other markets charge only 50c?

Mr. Richter: We are charging only the amount required to maintain our weighing dept. The best thing to do is to send your secretary down to meet with us. We want to be fair.

P. E. Goodrich: This ass'n should take some action on questions like this at Cincinnati. The receivers have an organization, and they have forced this rule upon us. This interest charge and weighing fee are entirely wrong. We shippers should condemn these rules, and do so with no uncertain sound.

C. G. Egly said that the increase on interest charge makes the cost of handling grain at Cincinnati double the cost at other markets. He read a resolution condemning this rule, moved its adoption and that our secretary send a copy of the resolution to the Cincinnati Chamber of Commerce.

O. J. Thompson: It is just that interest should be charged on consignments while grain is in transit, but not fair to charge interest where grain is sold shippers track.

P. E. Goodrich moved that the Egly resolution be referred to the Comite on Resolutions. Carried.

H. E. Richter: I would like to hear a discussion and see some action taken on our Auction Rule on consignments.

P. E. Goodrich: The commission man has no right to play both ends of the game.

Mr. Richter: The grain must first be put up at auction, and if it is not sold, then the consignee may offer to take it at the full market value. If the shipper consents, then there is no violation of the law of principal and agent.

E. A. Grubbs: It is the rule of the Cincinnati Chamber of Commerce that the receiver is to offer the grain to other buyers on the floor, and sell it at what he considers fair. If not sold, the grain is held over and the consignee bids.

Sec'y Riley: Are we to understand that consignee can take the grain to his account only on competitive bidding? The shipper is protected by the public offering. But, if consignee can get a better price for the grain than is offered on the floor, it seems to me we should not object to his taking it. If the consignee can use wheat at 93c he is to be denied buying the wheat at 90c, if 90c is the highest ruling price the grain is worth?

E. E. Elliott: How would you know that he could get 93c? No. 3 sells at a certain price no matter to whom you sell.

Sec'y Riley: I move that this whole subject be referred to Comite on Resolutions. Carried.

C. G. Watkins, Cleveland, read a paper on "Conditioning and Grading Grain for Market," from which we take the following:

## MOISTURE IN CORN.

There seems to be a great deal of misapprehension on the part of the trade in general as to how moisture in corn affects the price. It doesn't make any difference to what purpose it is put. The proportion that is water is useless, whether it be used for feeding hogs, making whisky, grinding into corn meal or shipping abroad; hence the prejudice against its being taken into consideration in determining grade is unwarranted. Many shippers go so far as to believe that if sufficient outcry is made against the use of moisture testers, they will be abandoned.

Excess water, however, is a tangible factor, and has more than an apparent relation to value. Therefore, even though it were possible to eliminate the use of testers in ascertaining grades, prices would still be governed by water content. We might as well recognize the situation, and adjust ourselves to it, for it is very safe to predict that the old haphazard "hit and miss" plan (where you hit once and miss twice) has passed. In the place of it, the grain business will have to get on a scientific basis. People in most other branches of trade have quit guessing and adopted accurate methods of determining questions relating to their commercial affairs. Why should it take us so long to see the light?

Moisture Testers are inexpensive, and may be used in determining how long you may safely carry in your elevator corn containing a certain per cent of water.

A short time ago I happened to be conversing with the buyer for the largest corn consuming industry in the United States. I said to him, "Why are you so particular about the moisture tests on your purchases? The first thing you do with the corn when you take it in your establishment is to soak it with water before grinding." His answer was "True enough, but we can pump water out of the river a whole lot cheaper than we can buy it in corn at 60c for fifty-six pounds, and the water we pump out of the river is worth just as much to us in making our product as what we obtain with the corn. It doesn't add one fraction to our output."

We are aware that many shippers believe that moisture testers are the cause of so much corn failing to grade during the last four or five years, but this is a grave mistake. This little machine has caused many cars of corn to make contract that would have failed without its use. It is a "great dispeller of illusions."

How then are we going to explain the large increase in the proportion of corn failing to grade during the last four or five years? There may be several reasons. I will name first, early husking. Farmers used to wait until the crop was properly cured before gathering. Of late, the struggle is to see who can finish first regardless of whether or not it is fit to crib.

Second: The agitation for more intense farming has caused growers to seek varieties for seed that will give maximum results in number of bushels per acre. This, in many cases, means the importation of seed from latitudes much farther south where they have longer seasons in which to mature, it frequently being brot from Kansas and Oklahoma where it has plenty of time to ripen, but when transplanted to this vicinity, while still producing the very large ears and great yields, means a big cob containing an unusual amount of moisture. It also is believed by many that our land is getting so worn that it fails to develop the plant as it did in earlier years. Whichever theory applies, it behooves the wideawake grain shipper to adapt himself and his methods of doing business to the new conditions.

You ask, "In what proportion does moisture affect value? If 19% of moisture is the maximum amount allowed to meet contract requirements where it is used up promptly, an excess of 2%, where the value is 60c per bushel, equals 1.2c per bushel exclusive of the cost of extracting the surplus. If the moisture must be taken out by a kiln dryer, the lowest possible estimated cost for the same could not be figured at less than 1c per bushel; hence



if you are discounted 2c per bushel on 21% corn you are not being robbed.

It is a mistake to think that by shutting our eyes to it we can change the truth, for not only have the large consumers decided to know what they are paying for, but it has spread rapidly to the small trade, even to the feed stores that use only a car or two a month.

The whole theory of station shippers being satisfied if they come out even on their grain business, and depending on some side line, Providence or the neighbors to bring in something to feed the babies, should give way to the new doctrine; that if we do our work right, it should yield us a living, and a trifle more.

If I could have what the average grain man loses by lack of system and well thought out plans of action, I would not trade it for the average station profit.

John F. Courcier gave an address on "The National Association," from which we take the following:

How many grain dealers would be willing to undo the work that has been done during the past six years along the lines of grading grain? We sometimes hear complaints that nothing is being done, and that there is no progress, but there are no positive objections.

Nobody seems to have objections to the Trade Rules, yet they are not universally adopted. Ninety per cent of the grain exchanges have adopted the trade rules of the national ass'n, so why not all of them?

The B/L question is still with us. The trouble appears to be that carriers and shippers seem to want to adopt a B/L to cover all shipments. What we need is a B/L that will cover all conditions and needs of only the common phases of traffic. Leave the details to the tariff makers.

I can report for the first time a marked improvement in the number of arbitration claims. A large percentage of claims is due to vague and indefinite contracts. We should have uniform confirmation blanks.

When grain dealers begin to make contracts on the basis of uniform grades and trade rules; uniform confirmation blanks, etc.; and use arbitration as a means of settling differences; then many hazards will be eliminated.

Adjourned for luncheon.

## JOINT SESSION.

The joint meeting of the millers and grain dealers was called to order at 1:50 p. m. by Pres. Ashpaugh of the Grain Dealers Ass'n.

Pres. Ashpaugh called on Pres. Sparks of the Indiana Millers' Ass'n who spoke in behalf of his ass'n. He expressed appreciation for being able to meet jointly with the Grain Dealers Ass'n and was thankful for the good work accomplished by working together.

F. O. Paddock, Toledo, being absent, J. F. Courcier read his paper on, "Evolution of the Grain and Milling Business in the U. S."

C. E. Nichols, Lowell, said: Shippers used to buy corn in the fall at 80 lbs. to the bu. and crib it. When they shipped in the spring they found it would not hold out. But we never made more money than when we bot corn at 75 lbs., shelling it and shipping it before it dried out.

J. T. Wellington, Anderson: I began the milling business in 1858. There has been a great evolution in methods of milling and machinery used. But there has been as great an evolution in grain growing and in the milling qualities of grain produced.

Prof. George I. Christie, of Purdue University, spoke on "Points on Agriculture of Interest to Millers and Grain Dealers," from which we take the following:

There is a more genuine co-operative spirit today than ever before between millers, grain dealers and growers. The feeling on the part of the producer is that he is anxious to get together with the handlers of grain. We must work hand in hand. The growers appreciate this effort on the part of dealers to better the quality of grain produced.

During the last 10 years we have demonstrated an increase in yield of 7½ bus. per acre of corn more than in the previous 10

years. The quality also is better. This year the bad quality is due to the season.

We have been working for better yield, but we must now give more attention to the quality. There has been too much development of large varieties of corn. Co-operation among producers and growers is going to result in better quality of corn, which will come by growing smaller varieties.

The grain dealer must lay down the law to the farmer, and make him produce a better quality of grain. He must insist on the farmer marketing a good, clean product. We have many men among our farmers who are willing to work hard and adopt scientific methods in all their work. But they must be taught how to do it. We have other farmers who don't care, and we must go after them. We must take our best farmers as a guide. They are willing to do the right thing.

Objections have been made to our "Good Seed" trains because we did not stop long enough at each station. On Jan. 25th we will start an exhibit car which will stop half a day at each station.

The grain dealer and miller can help us in this work by making more use of his local paper. The local editor will not print the matter we send them because it costs money and occupies space. We have recently been sending our matter out in plate form at a very low cost to the country editor.

L. W. Forbell, New York, read a paper on, "Importance and Requirements of Export Grain Markets Compared with Interior Markets," from which we take the following:

L. W. Forbell read a paper on, "Proper Execution and Endorsement of B/L," from which we take the following:

## PROPER EXECUTION AND Endorsement of Bs/L.

The proper execution and endorsement of Bills of Lading is uppermost in the minds of a large number of our grain dealers in the West as well as in the East, but perhaps many of you in the West have not experienced the hardships brot about thro' irregular Bills of Lading, with which those of the East have been beset.

It is a simple task to fill out a uniform Order Bill of Lading that will at once become a legal negotiable document, yet simple as it may appear, it is almost inconceivable that so many errors can be made that completely nullify its effectiveness for the purpose for which it was intended.

Following are a few of the irregularities occurring, any one of which is in itself sufficient to transform a negotiable piece of paper into one that the banks will refuse to handle as collateral, and the railroads at destination demur against receiving when they are presented in exchange for the property:

The common practice of changing the date and not having such change certified to by the Agent signing it.

The substitution of a different car number or the erasure of part of the car number and the insertion of different figures, which tho they may represent the correct car number intended, such alterations are never certified as they should be.

A routing crossed off and another inserted.

The rubber stamp signature of an Agent instead of ink signature or the Agent's signature per initials, with no authority shown.

Shippers are equally careless with their signatures. The omissions of the rate of freight, and it is seldom that the export and domestic rates of freight are together given. There are many other errors made in the body of the Bill of Lading, but enough are here shown to impress upon you the importance of avoiding them.

As to endorsements—the rubber stamp has also played an important part—many evidently deeming it sufficient.

When endorsements are made by a corporation, the authority should always be shown by the official endorsing, yet the omission to do so is quite common.

Firm endorsements are likewise useless when followed by initials or without showing Power of Attorney.

Altho the face of the Lading may be without a flaw, its usefulness as a negotiable document is utterly destroyed by faulty endorsement. The grain dealers and millers' associations of this State can perform no better service than to take up this question with railroads and bankers, to the end that a reform from the wrongful methods now in vogue shall cease and the conduct of business where the Bill of Lad-

ing is of such vital importance, be placed upon a safe basis.

J. M. Brafford, Indianapolis: Practically all Exchanges use some terms to describe grain. The fault with seaboard markets is that nobody knows what their grain grades. The terms are too flexible, they are not definite. The export markets claim that they do not use the moisture test, but they really have the moisture test to prove their judgment. They say the grain must be dry, but they do not say *how dry*. They say the grain must be "reasonably dry, clean and sound." In the West we try to be more definite.

We have no fight with the eastern markets, but if the moisture content should be 18%, let us sell 18%, but let us be uniform.

Chief Inspector Alfred Anderson, Buffalo: The export market needs the co-operation of the interior. The requirements of each important market may vary some, but in general they are uniform.

Chas. B. Jenkins read a paper on, "Methods of Buying and Grading Grain," from which we take the following:

## PROPER METHODS FOR Buying Grain.

In the last five years more has been done to give pure and wholesome food to our people than in all the ages of the past and the cry for law enforcement against the person who attempts to market any article that conflicts with the purity and wholesomeness of that article is at once raised by the state and national government.

The restrictions in these cases apply not only to soothing syrups and decayed eggs but to the very grain you dealers handle. These laws have a two-fold purpose, the punishment of those who wilfully violate them and the encouragement of higher and better standards.

The latter is the purpose we desire to bring to your mind. Every state in this union is today giving more attention to the development of agriculture than ever before in its history. Our own beloved state has its university and able corps of workers at Purdue for the development of more and better grain, and there is not one of us but what believes that the work of this institution is eminently successful, and but few of us are upholding them in their work by buying the grain produced by these educated, painstaking farmers on the merit system.

I am a believer in standardization of grains and methods of buying them. Take wheat as an illustration. How many in this room differentiate between 55-lb. and 60-lb. wheat? What difference do you make, if any? The grain dealer who pays the careless do-nothing farmer the same price for 55-lbs. wheat as he does the farmer who not only works with his hands but with his head to improve his crop and brings the dealer 58 and 60-lb. wheat, I say is a coward and a cheat, for he has not the courage to discriminate between good and bad. He cheats the good farmer out of the reward of merit that belongs to a high quality which the progressive painstaking farmer has produced.

Such a dealer does not always stop at that point, he will attempt to mix his ill-gotten grains together and then try to hand the receiver one at the other end, but that big brass plunger with eyes every two inches the full length of it usually uncovers what he tries to hide and a loss occurs to that dealer.

The Solution: Standardize your differential between the grades, tack up this standard in your office and in the approaches to your scales, make them prominent about your place of business and then enforce them to the letter. The law does not prevent you from fixing a standard of value between grades, for that is fixed on the grade by the grade itself.

The farmer of today is not an object of charity as he was in the days of 50c wheat, 20c corn and 12c oats and neither is he a fool as to prices you pay or the grade you give him on his grain. He may drive a bargain when he deals with you, that is business, you try to do the same thing when you try to sell your holdings.

The trouble does not lie with the farmer, it is with ourselves and so long as we try to buy grain except along standard lines as mentioned before we are going to en-



counter troubles with our farmers and losses with our receivers.

A few years ago my predecessor at Noblesville made some very exhaustive experiments along this line and by actual milling tests produced the following scale showing relative values between tests or grades of wheat:

Test weight 63 lb. ....	Value \$ .95
62 .....	.94½
61 .....	.94
60 .....	.93½
59 No. 2 .....	.93
58½ .....	.92½
58 .....	.91½
57½ .....	.91
57 .....	.89½
56½ .....	.87
56 .....	.86
55½ .....	.83½
55 .....	.82½
54½ .....	.78
54 .....	.77

This scale has become a fixed law with us and we do not care what any farmer or dealer says, we strictly adhere to it. It is the actual true value of the wheat and why should we or you vary from a standard we know to be absolutely correct?

If you conscientiously enforce a fixed value between grades your competition will come mighty close to doing as well as you do.

Edgar H. Evans: Classify and buy honestly to yourselves as well as to the farmer. Shippers are bound to put bad wheat into a car, and yet think the car contains nothing but good wheat. Employees at the elevator cannot always be trusted as to judgment. Every shipper shud make it a point to inspect every car of grain before it goes out. The best way to eliminate the greatest possible amount of this bad wheat is to follow a schedule such as set forth by Mr. Jenkins.

Chief Inspector E. H. Culver, Toledo, made an address on, "Importance and Value of Uniformity of Grades of Grain in All Markets," from which we take the following:

In 1850 inspection of grain was commenced at Chicago; in 1856 the inspection dept. was formed at Chicago. There was almost uniformity in grading grain in 1860. The inspection of grain was taken over by the state of Illinois in 1871. In 1902 uniform rules of grading were formulated at a meeting of the Chief Grain Inspectors, and these are our present uniform rules of grading. These are the rules you have to sell by. Why not buy by them?

It is not practical to grade according to Mr. Jenkins' schedule, for many factors besides weight enter into the quality of wheat. Not all have yet adopted our uniform rules, but we are in hopes all will adopt them within another year.

The moisture test has come to stay. You can't get around it.

Chief Inspector F. W. Harrison, Detroit, gave an address on, "Importance and Value of Efficiency in Grading Grain in All Markets," from which we take the following:

Efficiency in grading grain must rest primarily with the farmer and country grain dealer. Just so long as grain is not irrespective of quality, there will be dissatisfaction with the grading at the terminal market. Proper grading at the initial point will result in satisfaction to all. It is well known that with every handling there is an increase in the amount of dirt. It is often necessary to clean grain at intermediate points in order to maintain the grade. Think of the amount of money that is paid to the railroads for transportation of dirt.

The farmer shud not thresh his grain until it has gone thru the sweat. If he threshes before the sweat, it will result in damage later. The moisture test has come to stay. It has human judgment beaten to a frazzle.

Chief Inspector G. H. K. White, New York, read a paper on, "Importance and Value of Integrity in Grading of Grain in All Markets," from which we take the following:

## INTEGRITY OF GRADES IN All Markets.

As regards the Integrity of Grades of Grain in All Markets, the Chief Inspector has his Exchange Rules, and if he interprets same correctly and lives up to them to the best of his human ability, then, gentlemen, if he is criticised and knocked it is the surest sign in the world that he is doing his duty and living up to his rules. We Chief Inspectors know that criticism and knocking go with the job. Chief Inspectors, figuratively speaking, are always looking for defects in the grain they inspect, as well as the good qualities. No grain merchant is going to tell a Chief Inspector when he submits a sample that there is weevil, smut balls, bin burnt berries, or condition soft. It is hardly fair to say that grain dealers would like to put one over on a Chief Inspector.

The integrity of grades of grain in all markets is living up to the rules of your Exchange, absolutely without favor, and interpreting same fairly to both buyer and seller.

All Deputy Inspectors of the New York Produce Exchange Department have grown up in the Department, first being Helpers to the Deputy Inspector. The Helper goes into the car (when the shipper leaves room for him to do so), and draws samples from all parts of the car, and submits each tryer-full to the Deputy, who examines the grain, gets the test weight, then gives the grain the grade he believes it is entitled to receive. The samples are then sent to the office, where I examine them, or, in my absence, the Chief Deputy examines them. Then the grade is either changed or stands as made by the Deputy Inspector. Should the receiver think it was entitled to a better grade he can appeal to the Grain Committee, and their decision is final.

Our force of Inspectors is larger than other Seaboard Markets. There are five railroad terminals in New Jersey and one in New York. We have to furnish a Deputy Inspector, Helper, Inspector of Weights and a Car Examiner at each terminal.

The Export Inspection is made at the ship. No steamship will go to an elevator to load cargo. All grain has to be lightered to the ships in boats, where a floating elevator puts the grain in the steamship after the Inspector has examined it in the boats and orders it either cleaned, mixed, or both, or it may take the grade without either being done. He then inspects it as it goes into the steamship. We often have to grade alongside the steamers from all railroads. We can then mix them and have a uniform lot of grain in the steamer. The elevators have two ship legs so we can put a load on each side and run them together. That is one advantage we have over other Seaboard Markets.

There is no moisture test for corn in New York. The Chief Inspector uses his judgment in grading as to quality and condition and same has been found after many years of experience to work satisfactorily, for the reason that there have been very few complaints from abroad.

One grain merchant came to me and stated he did not want to get rich at the expense of the foreign buyer, who had no recourse behind the Inspection Certificate, but he wanted the foreign buyer to get a square deal and the only way was to live up absolutely to the Exchange Rules. This is the kind of a man who is a help to the grain trade generally.

H. E. Richter: Why was new wheat, which graded No. 2 Red elsewhere, discounted ¼c in New York?

Mr. White: Every bushel of Chicago No. 2 Red wheat had to be screened and blown to grade No. 2 Red in New York.

Edward Beatty, New York, read a paper from which we take the following:

## IMPORTANCE AND VALUE of Stability of Grades.

The New York market has not deemed it advisable to incorporate a moisture test in the grades of corn in its standard grades. While the Inspection Dept. has had in operation the testing apparatus, it has been for the guidance of the Inspector in Chief and his deputies. Experience has shown by the carrying of grain in this port and by investigation of shipments made from the port that the quality of the corn had as much to do with its keeping, if not more so than the moisture content.

It has been demonstrated from practice that natural corn—good healthy corn, fresh shelled and free from damaged grains, containing a much larger moisture content than is considered safe for carrying purposes will keep better in storage and in

shipments made than, which unfortunately is too often the case, inferior corn in quality, but dried to preserve its keeping qualities.

As a result of experience since the question of moisture content has been under discussion, the New York trade feels that the judgment of an Inspector, taking into consideration as he does the quality of the corn under his supervision, is a better guide than an arbitrary grade which requires a minimum moisture test only, no matter how derived.

Experience in the handling and shipment of corn has demonstrated that partially dried corn, mixed with natural corn containing a larger percentage of moisture, but the average of which would be within the limit requirements of a standard grade if moisture was made the basis of that grade, is a far more risky proposition in keeping quality than a natural corn containing a larger percentage of moisture. New York more than any other point has been in a better position to make these comparative results than other ports by reason of its advantages in the method of handling. Corn going abroad from this port is all lightered to steamers which are usually the fastest liners in the Atlantic trade, making shorter voyages and carrying general cargo as well. In the process of this lighterage to steamer the grain receives a double handling, and while going abroad for many different shippers the deputy Inspector is enabled to make a very even and uniform loading, the floating elevator in use working with two legs and receiving grain from two different lighters at the same time.

It is the judgment of the New York trade that climatic conditions at the different shipping points of the U. S. vary so greatly that it is impracticable to obtain a uniform standard that could be made equitable to all. Statistics also show that corn when dried to a required degree of moisture the standard calls for, and then shipped, will absorb moisture and the moisture content be very considerably increased, varying according to conditions existing during the process of drying.

Complaints to this market of failure to make standard grades no matter what the cereal—wheat, corn or oats, are in too many instances made without a knowledge of the requirements and standards the Inspection Dept. aims to maintain, the principal one of which is a proper degree of cleanliness which should follow any grain for elevator storage, and particularly where the length of time of that storage is an uncertain problem at the time of inspection.

Experience, and investigations made by the Agricultural authorities at Washington show that if grain begins to deteriorate, the grain containing an improper percentage of dust and dirt by reason of improper cleaning at its originating point is the first to go. The great bulk of grain shipped to this market, and on which complaint is made, fails to meet the required standard very largely by reason of this improper cleaning. The system of discount on such grain is a nominal amount representing the cost of doing the cleaning which should have been done at its originating point only and is a charge that should not be objected to by the shipper.

I. E. Woodward, Indianapolis, gave an address on "Why Indiana Grain Dealers Shud Handle Indiana Flour."

S. W. Strong read a paper on, "Buying Grain on Basis of Flat Grades," from which we take the following:

## BUYING CORN ON BASIS OF Flat Grades.

"Or better" having been eliminated from the "Call" of the Chicago Board of Trade, and bid for No. 4 corn added, the country buyer finds new opportunity to conduct his business with the producer, in that there is a wider field for their dealings.

Schedules A and B, of the Federation of Grain Dealers Assns, adopted at Chicago, Oct. 26th, 1911, again open and broaden the field of trade and give a greater latitude for its operations. The object of all rule and regulation of dealing between buyer and consumer, with the producer, shud be to give greater scope for systematic transaction under fair and well established and easily understood business methods.

More definite division of the grades of corn: The grades of Nos. 1, 2, 3 and 4, with sample grade, which have been in use for so many years, under the newly designed Moisture Tester, are found to be too wide between the grades. The division of the grades must be narrower. The separation of the grades by the Moisture Tester into grades, based on the percentages of



moisture have been adopted by the trade, in practice, and market quotations will and must keep pace.

The U. S. Government several years ago published what is known as Table No. 16, showing the intrinsic worth of corn on a dry matter basis. Some manufacturers of corn fodder use this table for their buying. Markets are bidding for No. 3 corn with an agreed discount of two cents for No. 4, sometimes of one cent; while the Schedules of the Federation of Grain Dealers Ass'ns recommend tables to guide the seller in making contracts for the delivery of corn. The careful dealer asks before making a contract as to what will be the discount if the corn fails to grade. What does all this mean? After all these years of dealing in corn we are brot to face new and perplexing complications in the buying and selling of this valuable cereal.

The many uses for corn, increasing each year, bring new value and importance for the cereal. Certain grades of corn are more valuable to one manufacturer than to another. It follows that each buyer seeks that kind of corn which will yield the greatest amount of the product which he manufactures. When corn was bot for animal food and for distillation purposes, there was little if any difference as to the grades sought; but in this day when corn is bot to be used in more than one hundred different manufactures and when buyers are educated to know the quality which will yield to them the largest return, it is certain that they will pay more for the kind or grade of corn that will bring them the greatest profit.

All agree on one fixt and positive fact, which is, that all can get water for less money than buying it by the bushel and inceased under the covering of the grain of corn. This is why there is so much talk and riting about the moisture tester, the moisture in corn, and the moisture test rules. Nobody wants to buy water. None desire to check upon their bank account for a thing which is practically a free gift of nature; and at any rate costs only the expense of bringing it to the place where it is to be used.

So that the time has arrived when the trade in corn realizes that the element of water must be eliminated from transactions in corn. Not all is claimed for Schedules A and B, so cald; but they were issued more to start discussion, to bring to notice of corn merchants that there might be some such method adopted.

The time will come when corn will be graded according to its real, intrinsic, dry matter worth. Corn containing certain percentages of water will be worth exactly so much. Corn is not No. 2, No. 3, No. 4. Corn is a real product of great value. But there is workt in with this real and great value certain other elements by nature of a lesser excellence, which while a part of the grain, are to be gotten rid of in nearly all processes of manufacture of the cereal; and at any rate can be supplied for much less money than by buying it from the Commission man, the Country Elevator man and the farmer at so much per bushel of 56 lbs.; and hence we are striving for that rule or regulation which will make more flexible the grades establisht for the handling of corn.

When the trade adopts standards for the buying and selling of corn on its real worth based on its dry matter value, there will be grades of 15%, 16%, 17%, 18% moisture content, and so with other requirements as to quality and the amount of dirt and waste or other foreign elements.

O. J. Thompson: The associations have started a great work. Schedule "A," as formed by the Federated Grain Dealers Ass'n, shud be modified somewhat. The discount shud not be the same during all the year. Schedule "A" is all right for March, April and May, but not for the winter months.

The moisture test is here to stay, and might as well be accepted one time as another. I hope to see the time when the discount in all markets will be based on moisture test, all other conditions being equal. Our Illinois friends have put up a strong fight against it. If they wud have spent the money in teaching farmers to cover up their corn, it wud have been much better.

Quite an effort has been made to increase the yield of grain, which is good, but this has been done largely at the expense of quality. If we shud go back to the old system of grading, it might then

be only a short time until the government wud do the grading.

J. V. Zartman, Sec'y Ind. M'f'gr's and Shippers' Ass'n, read a paper on "Shippers and Carriers."

Pres. Ashpaugh called for the report of comite on resolutions, which was read by Wm. Bosley, as follows:

## RESOLUTIONS.

### IMPROVEMENT OF CROPS.

Whereas, the producer is a most important factor in the production of crops of large quantity and high quality and through him much can be done for improvement of the crops of Indiana and whereas there is now a farmers' organization known as the Indiana Corn Growers Ass'n which has for its objects the improvements of farm crops.

Be it resolved, that the Grain Dealers Ass'n and State Millers Ass'n take active steps looking towards co-operation with the Corn Growers' Ass'n to bring about the very best possible conditions in the way of improvement of the crops as to yield and quality, cleaning and grading and better saving and storing of same.

Resolved, that the President appoint a Legislation Committee of three to serve for one year.

### GOOD ROADS.

Resolved, That we are aware of the value of good roads to our business. That we note with regret that Indiana is not keeping abreast of other states in the building of good roads.

That we favor the systematic building and maintenance of roads under the supervision of the state.

That we believe all road taxes should be paid in cash.

That we favor a graduated automobile and vehicle tax for road purposes.

### WAYS AND MEANS.

Whereas: This Ass'n is supported by only about one-half of the Grain Dealers of the State, the work and accomplishments are of such broad and comprehensive character that all are benefited, and

Whereas, The highest degrees of benefit and accomplishments are attainable only by more thoro co-operation and increased revenues, therefore be it

Resolved: That a committee of seven be appointed by the President to be known as "Committee on Ways and Means" and such Committee be authorized to consider and formulate plans for increasing the membership and for increasing the revenue, as well as make recommendations generally for the advancement of the cause of the Ass'n.

Resolved: That the Committee be requested to make report in full or in part to this session, but should it fail to complete its work, for want of sufficient time, that they report to the Board of Managers, who are hereby authorized to receive, consider and act upon the report to the extent of approving and putting same into effect, or to reject or modify same.

### ENDORSE PEACE TREATIES.

Whereas: The success of modern business, conducted as it is on a large scale, is largely conditional on the absence of war between nations, and

Whereas: The treaties of arbitration with Great Britain and France now pending before the United States Senate contain provisions not embodied in existing treaties, and which would tend strongly to avert the outbreak of hostilities, therefore be it

Resolved: That the Indiana Grain Dealers and Indiana Millers Ass'ns urge the Senators from Indiana and the Senate as a body to support the treaties either in the form submitted or without the omission of the last paragraph of Article 3, which provides that in the event of a disagreement of the signatory powers as to whether a given question is justifiable under the terms of the treaty, that question shall be left to a joint high commission.

### REVISION OF ARBITRATION RULES.

Whereas: The Grain Dealers National Ass'n at its last annual meeting, provided for a Committee to revise, modify and amend the Arbitration rules to act in conjunction with the affiliated Ass'ns, therefore be it

Resolved: That a Committee of three be appointed to represent this Association in this matter, and that they should report to the Board of Managers, their action and recommendations, whereupon the Board shall have authority to approve, modify or reject the report, and its action shall be the action of the Association.

### SYMPATHY.

Whereas: The Secretary has reported the death of three of our respected and highly valued members, Mr. Robert Hutchinson of Arlington, Ind., Mr. Wm. Bassett of Kirlin and Mr. Matt Schnaible of Lafayette. Therefore be it

Resolved: That we hereby express to their families and friends our heartfelt sympathy in this their time of distress and grief.

Resolved: That this resolution be spread upon the minutes of our meeting and a copy be mailed to the families of the deceased.

### FREIGHT DIFFERENTIALS TO ATLANTIC SEAPORTS.

Whereas: The Interstate Commerce Commission has set down for a hearing Jan. 22, 1912, at Washington, D. C., a complaint filed by the various trade bodies of New York City, said complaint now protesting against the different rates now in effect to the Atlantic seaboard, and:

Whereas: The principle of the differentials has, and is, working to the disadvantage of the business interests of the State of Indiana on a competitive basis, to the Atlantic seaboard, and will continue to do so if maintained, and:

Whereas: The various trade bodies of New York are seeking the reduction of the New York rate for export to the basis of the present Baltimore rate, therefore be it

RESOLVED, that the Indiana Grain Dealers Ass'n, composed of Grain Dealers and Millers in the State of Indiana, does most earnestly endorse this complaint, subject to the conditions following and respectfully request the Interstate Commerce Commission to consider very carefully the principle of the differentials with a view only of placing and maintaining all of the ports on an equal basis, with the lowest rate now in force, thus opening up all the Seaboard markets for shipments from this State.

Report was adopted. As further report of the comite on resolutions, Mr. Bosley read the following resolutions:

### CINCINNATI RULES.

Whereas: The attention of the Indiana Grain Dealers Ass'n has been called to the Cincinnati Chamber of Commerce rule—known as the Auction consignment rule—resolved that this Ass'n heartily indorse this rule and hereby advise the Cincinnati Chamber of Commerce of our concurrence in it.

The Cincinnati Chamber of Commerce having inaugurated a rule charging interest on consignments or purchase of grain, known as rule No. 1, this added to the already excessive charges now prevailing in that market make the charges for the handling of grain double that of other markets and a hardship to the shipper. Therefore be it resolved that the Indiana Grain Dealers Ass'n hereby protest against said additional charges and that the Secretary be instructed to send the Chamber of Commerce a copy of these resolutions.

Referred to the Board of Managers.

Pres. Ashpaugh appointed the following comite on ways and means: W. B. Foresman, La Fayette; P. E. Goodrich, Winchester; E. M. Wasmuth, Roanoke; H. H. Deam, Bluffton; T. A. Morrison, Kokomo; L. Urmston, Tipton; Paul Kuhn, Terre Haute.

Comite on Legislation was appointed as follows: A. E. Reynolds, Crawfordsville; T. A. Morrison, Kokomo; Chas. B. Riley, Indianapolis.

Adjourned *sine die*.

### THE BANQUET.

A splendid banquet was served to all in the Board of Trade dining room at 7:15 p. m. There was a full attendance and a very enthusiastic spirit prevailed.

Edgar H. Evans, of Indianapolis, was toastmaster. In the absence of J. C. F. Merrill, of Chicago, W. C. Haywood read his paper.

Toastmaster Evans introduced State Senator Slack, who spoke of the present business conditions. He said that we have heard a lot about sound business, but what we want is an enduring business. There seems to be a continual agitation affecting business. We want less agita-



tion so that we may be more enduring.

Ex-Vice President Charles W. Fairbanks spoke on the subject, "Conservation of Natural Resources."

During the evening music was furnished by the Transportation Glee Club, of Indianapolis, which was highly appreciated by everyone.

## CONVENTION NOTES.

Baltimore sent Wm. L. Snyder.

From Pittsburg was J. A. A. Geidel.

Louisville was represented by Fred W. Scholl.

Philadelphia was represented by P. R. Markley.

A. J. Plantz exhibited a full size Atlas Car Mover.

A bill purse was given out by The Cary Jackson Grain Co.

Michigan sent C. W. Miller of Stockbridge Evt. Co., Jackson.

Among those from Cleveland were H. M. Strauss and C. G. Watkins.

Detroit was represented by Chester M. Martin of J. S. Lapham & Co.

A steel pocket tape was distributed with the compliments of Frank A. Witt.

New York sent Edward Beatty; L. W. Forbell, of L. W. Forbell & Co.; A. N. Mosser.

J. S. Toner of Shelbyville, was kept busy spreading information regarding Kennedy's car liners.

From Chicago were R. W. Carder, of W. A. Fraser Co.; Wm. H. Noyes; Wm. Simons, of Sawers Grain Co.

From Illinois were M. M. Adrian, Mattoon; C. A. Burks, Decatur; F. P. Smith, Decatur; S. W. Strong, Sec'y Illinois G. D. Ass'n.

Bert A. Boyd kept open house and distributed apples, cigars and cider, which he claims was made from the cores of the apples eaten.

Chief Inspectors present were Alfred Anderson, Buffalo; E. H. Culver, Toledo; F. W. Harrison, Detroit; G. H. White, New York.

Among those from Buffalo were E. E. McConnell and J. J. Rammacher, of the Eastern Grain Co.; T. J. Stofor, of Alder-Stofor Grain Co.

C. B. Sinex, who had charge of the register and gave out identification badges, supplied by the Grain Dealers Fire Ins. Co., reports that over 225 dealers registered.

Toledo was represented by W. Applegate; H. R. De Vore, of H. W. De Vore & Co.; F. W. Jaeger, of J. F. Zahm & Co.; John W. Luscombe, of Southworth & Co.; A. Guitteau.

Insurance men in attendance were J. J. Fitzgerald, Sioux Falls, S. D., and C. R. McCotter, Kansas City, C. B. Sinex, all of the Grain Dealers Nat. Fire Ins. Co.; F. H. Holt, of Millers Nat. Ins. Co.

Among those from Cincinnati were E. A. Fitzgerald, H. M. Brouse and A. C. Gale, of The Gale Bros. Co.; Dan B. Granger; Dan J. Kallaheer; H. E. Richter, of The Richter Grain Co.; W. R. McQuillan.

Railroad men present were C. W. Austin, C. A. Rouse, A. R. Tennis and E. J. Bratton, of Erie R. R.; Walter W. Masters, of Norfolk & Western R. R.; Andrew Wolf, Lehigh Valley R. R.; Geo. Wehrung, Interstate Despatch.

From Ohio were E. Milton Crowe, Piqua; E. A. Grubbs, Greenville; Harry W. Kress, Piqua; J. W. McCord, Colum-

bus; T. P. Riddle, Sec'y N-W. Ohio G. D. Ass'n, Lima; A. T. Ward, Lima; H. M. Wheeler, Troy.

Machinery men in attendance were G. H. Baxter, Richardson Scale Co.; A. S. Garman, Huntley Mfg. Co.; L. J. McMillen, A. J. Plantz, of the Appleton Car Mover Co.; C. E. Flora, Reliance Cons. Co.; N. A. Grabill, repta. B. S. Construct. Co.

In the general scramble to get a warm overcoat after the convention, J. J. Rammacher of the Eastern Grain Co., Buffalo, drew one not his own. The dealer who wore away Mr. Rammacher's coat may keep the coat, but he is expected to buy a new one for Mr. Rammacher.

## Among the shippers in attendance were:

J. P. Allen, Sullivan; W. H. Alman, Pendleton; Chas. A. Ashpaugh, Terhune; B. Bailey, Cofax; E. W. Ball, Rushville; C. M. Barlow, Kokomo; J. C. Batchelor, Sharpville; Chas. Betts, Forest; C. C. Bishop, Logansport; W. T. Besser, Greencastle; P. M. Blankenship, Paragon; W. M. Bosley, Milroy; A. Boling and E. Boling, Adams; F. O. Branch, Martinsville; D. L. Brookie, Frankfort; Newton Busenbark, New Market; D. B. Clark, Hagerstown; A. B. Cohee, Frankfort; M. L. Conley, Frankfort; C. W. Cook, Zionsville; B. F. Crabbs and T. C. Crabbs, Crawfordsville; G. G. Davis, Tipton; Perry Davis, Kirkpatrick; H. H. Deam, Bluffton; W. A. Dobson, Danville; Wm. Donlin, Delphi; G. O. Dunn, Mt. Comfort; F. Ebans, Robb; C. G. Egly, Ft. Wayne; E. E. Elliott, Muncie; W. B. Foresman, Crawfordsville; F. B. Fox, Tipton; Wm. Frank, Frankfort; A. Gardner, Cottage Grove; P. E. Goodrich, Winchester; J. N. Gordon, Summitville; W. A. Gray, Kirkpatrick; J. C. Hadley, Windfall; J. S. Hazelrigg, Cambridge City; Chas. Haywood, New Richmond; F. G. Heinmiller, La Fayette; J. C. Hahn, Hagerstown; C. W. Hinkle, Rushville; F. D. Hinshaw, Nora; H. L. Holly, Atlanta; J. E. Hopewell, Kirkpatrick; John Howell, Cammack Sta.; John S. Huffer, Yorktown; M. S. Hufford, Frankfort; E. Hutchinson, Arlington; A. M. Inman, Sheridan; C. B. Jenkins, Noblesville; S. J. Jenkins, Lebanon; Oscar Jones, Chrisman; J. W. Kerlin, Rockfield; R. H. Kinder, Willow; T. Kirkpatrick, Raub; A. A. Lane, Odon; J. S. Leakey, New Lisbon; G. Lewis, Greensburg; C. W. Lee, Cyclone; F. M. Lindener, Valparaiso; Cloyd Loughry, Monticello; G. M. Malsbary, Darlington; E. R. Moore, North Salem; G. W. Moore, Letts; J. L. Morgan, Marco; E. Morris, Mohawk; Tom A. Morrison, Kokomo; F. P. McComas, Rossville; J. A. McComas, Fortville; T. A. McCoy, Liberty; C. F. Naber, Fairmount; Wm. Nading, Shelbyville; C. E. Nichols, Lowell; W. O. Nuenschwander, Berne; A. Ornes, Rushville; J. J. Overmeyer, Kouts; B. E. Page, Mellott; C. T. Patten, Morristown; W. W. Pearson, Upland; E. W. Phares, Tipton; R. Porter, Cicero; M. B. Pratt, Frankfort; J. P. Rauschart, Cassville; C. S. Reed, Tipton; Jno. A. Rice, Frankfort; W. S. Richey, Hobbs; Chas. Rullman, Aurora; H. C. Seearce, Mooresville; J. L. Schalk, Anderson; H. B. Seaward, Galveston; Chas. Sharp, McGrawsville; Geo. Short, Greensburg; J. P. Shoemaker, Daleville; Wm. Simons, Kentland; L. C. Smith & Son, Hazelrigg; W. D. Springer, Fortville; E. K. Sowash, Middletown; T. O. Stanley, Lyons Sta.; Frank Strange, Frankfort; W. J. Teter, Hagerstown; L. M. Thomas, Mohawk; O. J. Thompson, Kokomo; F. S. Tyner, Westport; D. Unger, Frankfort; L. Urmston, Tipton; S. Vansteenbergh, Manson; L. M. Vogler, Hope; W. E. Wade, Paris; J. M. Walker, Wheatland; N. E. Walker, Frankfort; C. F. Wall, Linton; J. W. Waltz, New Palestine; A. P. Watkins, Lincoln; J. A. Wellington, Anderson; A. M. Wellington, Anderson; D. R. Webb, Edinburg; A. L. Wheeler, Mooresville; R. E. Whitaker, Mt. Comfort; W. D. Wilhelm, Tipton; T. B. Wilkinson, Knightstown; J. W. Witt, Lebanon; J. C. Young, Whiteland.

## PRIZE GRAIN CONTEST.

A prize grain contest, open to all grain producers in Indiana, was conducted by the Indianapolis Board of Trade in the Board of Trade Building on the day of the convention. The contests were for the best ten ears of white corn, the best ten ears of yellow corn, the best single ear of corn, the best peck of wheat and the best peck of oats, ten prizes being given in each contest, ranging from \$1.00 to \$10.00.

Prof. G. I. Christie, of Purdue, had general charge of the exhibits, and the judging was done by men who have been associated with the agricultural work at the university. They were as follows: C. A. Brown, Franklin; John Wilson, Wingate; G. L. Kerlin, Franklin; R. G. East, Worthington; John Kerlin, Rockfield.

A discouraging feature of the contest was that many of the prize winners were allowed to remove their exhibits before the grain dealers had opportunity to see them. There were 110 entries, the names of prize winners being given below in the order in which they rank:

**Best Ten Ears of White Corn:** J. A. Stainbrook, Franklin; J. D. Coffing, Silverwood; Peter Lux, Shelbyville; G. L. Kerlin, Franklin; George Stainbrook, Franklin; J. D. Whiteside, Franklin; Thomas O. Owens, Franklin; Harry Tilson, Franklin; L. M. Vogler, Hope; H. J. Coffing, Silverwood.

**Best Ten Ears of Yellow Corn:** John W. Kerlin, Rockfield; A. E. Snoeburger, Rockfield; John E. Wilson, Wingate; Hence Orme, Greenwood; Harry S. Wilson, Wingate; G. L. Kerlin, Franklin; C. M. Harness, Galveston; L. M. Vogler, Hope; George Stainbrook, Franklin; Charles Knotts, Elwood.

**Best Single Ear of Corn:** J. D. Whitesides, Franklin; Thomas S. Blackwell, Franklin; H. J. Coffing, Silverwood; Ernest Thornburg, Winchester; J. A. Stainbrook, Franklin; Charles Knotts, Elwood; J. W. Crane, Wingate; Thomas O. Owens, Franklin.

**Best Peck of Wheat:** George J. Sauerman, Crown Point; William Fritch, Corona; Thomas S. Blackwell, Franklin; Joseph Isley, Flat Rock; J. D. Whitesides, Franklin; Harry Tilson, Franklin; John Schlottman, Grayford; Levi Thomas, Mohawk; F. Schlottman, Grayford; W. S. Gibbs, Danville.

**Best Peck of Oats:** William Fritch, Corona; O. P. Hollingsworth, New Augusta; Ira E. Deer, Franklin; J. A. Stainbrook, Franklin; Joseph Isley, Flat Rock; G. L. Kerlin, Franklin; Thomas O. Owens, Franklin; Nari Boaz, Franklin; Charles C. Bowers, Fowler; O. H. Riviere, Marion.

A reduction in Mexico's duty on wheat from 3c to 1c per kilo, equal to 14c per bu., became operative Jan. 22 and will be effective until June 15.

A small experimental flour mill will be installed by the Moffatt Commission Co. of Kansas City in its offices by May 1, and will have ball bearing rolls and sifter, cleaner and scourer and be operated by an electric motor.

I find the Grain Dealers Journal a very good companion to have on my desk and when business is quiet I can improve the time by having a visit with the boys along the line, thru its columns.—J. H. Dobie, Mapleton, Minn.

Kansas has hardly begun to strike her gait yet altho two years ago Uncle Sam's census declared her the fourth state of the union in farm values of field crops.—F. D. Coburn, secretary Kansas State Board of Agriculture.

A moving picture exhibition of modern farming was recently witnessed at South Bend, Ind., by "The Gleaners," an association of Indiana farmers. The picture was "moto-graphed" under the direction of the Purdue University.

Large eastern brewers have formed a pool to gain control of the extensive hop acreage in the vicinity of Salem, Ore., to which they have subscribed \$500,000, according to Theodore Eldera, superintendent of the E. Clemens Horst Co.

To prove to farmers the benefits of good wagon roads, the Illinois Central has constructed one mile of road on the Minneapolis division, west of Dyersville, Ia., and one mile on the Illinois division between Aetna and Neoga, Ill.



## MEETING MICHIGAN BEAN JOBBER'S ASSOCIATION AT DETROIT

The Mid-Winter Meeting of the Michigan Bean Jobbers' Ass'n was held at the Cadillac Hotel, Detroit, Jan. 10-11, 1912. Due to the extremely cold weather and snowstorms the attendance was small. The opening session was called to order at 2:30 p. m., Wednesday, by Pres. Fred Welch of Owosso.

Thomas Craig, of Detroit, gave an eloquent address of welcome in which he lauded the state of Michigan and its important industry of bean growing.

The response was made by E. L. Wellman of Grand Rapids.

Pres. Welch read an excellent paper, reviewing the work which has been done, and pointing out the problems which now confront the association, from which we take the following:

### ADDRESS OF PRESIDENT Welch.

As President of your Ass'n I am glad to welcome you as members and as friends to this Midwinter Meeting.

Never before in the history of Michigan beans has the crop been so seriously damaged by rain as it was last fall. In some parts of the State the entire crop was practically destroyed, while in other sections only a percentage was lost.

This condition makes it necessary for Michigan bean dealers to face a situation this year which is much more difficult than they are called upon to meet in a normal year.

The very heavy pick beans, even if dry, work onto the market very slowly. The average elevator, instead of being able to put out two or three cars per week as it does in a normal year, finds that it can only get out one car every two or three weeks. Instead of the profit on four or five cars in a given time the elevator men have only the profit on one car.

A lessened number of profits and greater expenses on every hand is the proposition that the Michigan elevator men must solve this year.

With the beans costing about  $3\frac{1}{2}$  to 4 cents per pound; the cost of hand picking 4 cents per pound; and the refuse value of the beans taken out only about 1 cent per pound; the elevator men have come to know that as a matter of self-preservation they cannot continue buying beans from the farmers on a basis with only a 5 cent pound reduction.

Practically the entire membership of this Ass'n is now buying on the Reardon Schedule. Even this schedule, for which we are so deeply indebted to Mr. Reardon, does not make heavy enough reductions to cover all of the contingent expenses on this unusual crop.

After April first, 1912, the new weight clause becomes effective. This requires that net weights of beans be furnished, not gross weight bags included, as in the past.

At the last meeting it was voted that effective April first, 1912, bags should be charged for extra. This is a complete departure from past bean precedent. It is argued that this change will leave an open door for trouble. The various advantages and disadvantages have been thoroughly gone over and the arguments as advanced at the last meeting were sent to each member in printed form. If the membership deems it wise, a reconsideration of the question can be taken at this meeting.

**Forged Bs/L:** Recent developments here and in other States show that the carelessness of freight agents at country points in issuing bills of lading are liable to make this financing of the bean and grain crops a difficult proposition unless some vigorous action is taken. Each member should refuse to accept any bill of lading from the freight agents unless they are made out in proper form. The bill of lading should show the date and place where issued; the car number; it should be signed in ink by the agent and if signed by an authorized clerk, the full name of the clerk should be written under the agent's name. Lastly, the station stamp should be stamped on the bill of lading. Bills of lading have been issued without showing point of shipment, or date, and have

been carelessly signed in pencil with just the surname of the agent without his initials being given. Make railroad agent put your bill of lading in perfect shape. He will do it if you insist upon it. You cannot afford to accept them if they are not.

**"Future Beans":** The history of speculation on the part of Michigan Bean Dealers is an awful one to review. It embraces suicides, loss of minds, loss of homes, loss of friends, loss of business, bankruptcy and money losses which run into the hundreds of thousands, if not millions. It's an uneven game. If the market is against the seller full delivery is demanded; if the market is in favor of the seller a thousand reasons and technicalities will develop why the shipment is refused on arrival by buyers.

There is no firm or individual that has the right to jeopardize their business, their health, and their friends by selling several months ahead a commodity that is dependent entirely upon weather, and which may be destroyed wholly or in part by rain, drought, blight, or a hundred other causes. I believe, because it is a real good, honest, sane business, that future selling of beans should be abolished and that this Ass'n should force its members to live up to that rule. The man who sells his beans when he gets them ready is bound to win; the man who sells them ahead is bound sooner or later to go down in defeat. Twenty-five years of Michigan bean history proves that fact.

**Investigated:** Since our last meeting the Michigan Bean Jobbers' Association has been investigated by the Department of Justice. The investigation was asked for by one of the Michigan farmers' clubs on the ground that the Ass'n might be a trust and controlling prices. Mr. H. M. O. Blennis, of the Department of Justice, Washington, came here about six weeks ago and made the investigation. He informed me, after looking the matter up, that the Ass'n was not violating the Sherman Law or any other laws or right and justice; and further that there was no evidence to show that an investigation was necessary.

Sec'y B. A. Garfield read the Secretary's Report, from which we take the following:

F. A. Sprawg, of Michigan Agri. College, gave an instructive address on "Better Seeds and Better Methods in Bean Culture."

C. E. Depuy read a paper on "The Importance of Selecting Better Seed."

C. Breisch moved that the board of directors formulate a resolution to be sent to the governor of the state requesting the appointment of a commissioner of agriculture to act under the supervision of the faculty of the Agriculture College.

C. E. Depuy: Mr. Breisch loses sight of my desire to get the farmers to give more personal attention to the bean crop. Besides, some farmers think this association is a trust. We want to show them that we are working for their interests. This plan will stimulate great interest among the farmers, and will make them produce more beans to the acre, as well as a better quality.

F. A. Sprawg: Producing and distributing pure strains is an important aim of the Agricultural College. I am of the opinion that we must go one step further—we must consider soil conditions. The farmer must ultimately be the man to breed the bean for his particular soil.

C. Breisch: Michigan Agricultural College wants more money and more power, and we ought to help them get it.

C. E. Depuy: Thousands of farmers do not know the first principles of what is going on at M. A. C. Let us work up individual interest by going to him directly.

C. Breisch: Let us get the agricultural commissioner and also carry out Mr. Depuy's plan.

Motion carried.

E. L. Wellman: This association should do more advertising. We should offer a prize to the farmer growing the best beans.

B. A. Garfield: A campaign for communicating these ideas thru circulars and local papers to our rural friends will be excellent. The bean jobber should see that his local paper prints this literature.

C. E. Depuy: Let our permanent seed comite circularize every elevator man in the state.

F. A. Sprawg: I am heartily glad that you have appointed this seed comite. But, these best varieties of beans which are chosen by this comite should be tested in ground side by side. The best variety in one locality may not be the best when planted in another locality.

Pres. Welch appointed the following comite on resolutions: C. E. Depuy, Christian Breisch, and Mr. Chatterton.

Adjourned to Thursday morning.

### THURSDAY'S SESSION.

The second session was called to order Thursday morning at 10:30.

G. F. Allmendinger of Ann Arbor, read a very interesting and practical paper on "Liability of Employers for Accidents to Employees."

Because of a death in his family, Charles Clark, of Detroit, was unable to be present to give his scheduled address on "The Bean Dealer and the Railroad Man."

Pres. Welch called for report of Special Comite on Bags and Contracts, which was as follows:

Under present conditions your comite respectfully recommends that the date of the proposed change regarding the bags and bag regulation be deferred for one year, that is, from April 1, 1912, to April 1, 1913. Signed by W. J. Orr, W. R. Shaw, and C. F. Allmendinger.

Report was adopted.

This action amended the decision made at the last meeting that after April 1, 1912, elevator men should sell the net weight of the beans and charge grocer for the bag. The present custom will now be in force until April 1, 1913, that is, the elevator man furnishes the bag free and takes gross weight for net.

President Welch called for the report of the comite on resolutions, which was given by C. E. Depuy, as follows:

Resolved, that the chair appoint a seed comite consisting of three members, and that said comite shall be instructed to co-operate with the Agricultural College and farmers' organizations and clubs, in inaugurating a campaign for better seed beans, and to take any further steps in the interest of said campaign that they may deem proper.

Resolved, that this association offer to purchase of the Michigan farmer, growing the best five-acre crop of beans in the state during the season of 1914, his crop for the sum of (\$500.00) five hundred dollars, quality of beans, yield and purity to be considered and determined by the seed comite of this association. All farmers intending to compete for this offer to be required to give written notice of such intent on or before July 1, 1912. Also, that all such contestants shall comply with conditions to be furnished by our seed comite.

The crop thus purchased is to be held by this association and distributed among the farmers of Michigan for seed to be planted in the year 1915, as may be directed by the seed comite acting in co-operation with such farmers' comite as may be interested.

Pres. Welch called upon C. D. Jackson, of Middleport, N. Y., who reported a large yield of beans of fine quality in New York state. They will not pick over



2 or 3 lbs. to the bushel, and much of the crop picks less than that.

W. J. Orr: There is much agitation in this state for a Commissioner of Agriculture. We ought to support this movement. Every thresher should be required to have a license and send weekly reports to this commissioner showing the number of bushels of beans threshed. This would give an accurate report on the production.

W. J. Orr moved that a resolution be sent to the governor recommending a law requiring threshers to be licensed and that they be required to make weekly reports on amount threshed.

C. E. Depuy: I think it would be better for a comite composed of the president, first vice-president and secretary to have a bill presented in the legislature, embodying Mr. Orr's idea.

Mr. Orr withdrew his motion and Mr. Depuy moved that the above comite have a bill presented in the legislature embodying Mr. Orr's idea. Motion carried.

Adjourned *sine die*.

## CONVENTION NOTES.

Bemis Bag Co. gave out lead pencils.

Chicago sent C. A. Heath, of Albert Dickinson Co., and John R. Adams.

From Toledo were Fred Mayer, of J. F. Zahm & Co., and Henry L. Goemann.

Bag firms were represented by L. T. Norton of Bemis Bag Co.; and C. M. Draper.

Insurance men present were O. Davis and G. E. Wilson of Mich. Millers Fire Ins. Co.

New York was represented by F. D. Hebbard, Brockport; C. D. Jackson, Middleport; F. P. Jobes, Honeoye Falls.

Machinery men present were A. T. Farrell and A. Rushlo, of A. T. Farrell & Co.; A. H. Smith, of Huntley Mfg. Co.

Shippers reported large yields of beans but the general opinion was that on account of the rains last fall only about 50% of the crop will be marketable.

The attendance was comparatively small. Many of those present were snow-bound and arrived late. Others were discouraged by weather conditions and did not start.

Among the shippers present were: R. Z. Allen, Jackson; W. I. Biles, Saginaw; Christian Breisch, Lansing; F. E. Close and H. E. Close, Byron; Wm. Congdon, Crosswell; O. D. Corwin, Williamston; J. B. Crawford, Ithaca; C. E. Depuy,

Stockbridge; C. H. Estee, Shepherd; F. Flaherty, Charlotte; H. Frutchey, Cass City; D. A. Garfield, Albion; L. L. Green, Flint; E. W. Hamer, Fairgrove; E. L. Heath and W. E. Heath, Auburn; E. A. Hess, Akron; Glen R. Loveland, Grand Rapids; D. C. McLaren, Chelsea; J. P. Olk, Fenton; W. F. Prescott, Leslie; W. H. Quail, Crosswell; F. H. Richardson, Fairgrove; H. Ruttle, Carsonville; W. R. Shaw, Ovid; Charles Sprague, St. Johns; F. M. Sheffield, Plymouth; David Smith, Odessa; Fred Welch, Owosso; E. L. Wellman, Grand Rapids; John Wrigglesworth, Cahoctah.

## Feedstuffs

The Russell Grain Co. of Kansas City, Mo., recently bot five car loads of Idaho alfalfa meal and has also made several shipments from Colo. This is probably the first consignment of Idaho meal for eastern shipment.

The net weight of cornmeal and graham flour must be given on every package, the same as in the case of flour, in Iowa, under a late ruling by the attorney-general. The true net weight must be printed on the sack.

Oil cake exported in the eleven months prior to Dec. 1, included 72,428,290 lbs. of corn oil cake, 852,293,276 lbs. of cotton seed oil cake and 458,743,700 lbs. of linseed oil cake; compared with 60,226,605 lbs. of corn oil cake, 602,902,502 lbs. of cotton seed oil cake and 592,737,626 lbs. of linseed oil cake, exported in the corresponding period of 1910, as reported by O. P. Austin, chief of the Bureau of Statistics.

A bill "prohibiting frauds upon the public, by requiring manufacturers to place their own names upon manufactured articles," has been introduced in the House of Representatives at Washington, by Mr. Campbell, who asks, "that it shall be unlawful for any such person, firm, company or corporation to place upon the market for interstate or foreign commerce any product of manufacture, without printing, embossing or stenciling the name and address of the manufacturer upon such article or commodity." The measure has been referred to the comite on interstate and foreign commerce.

Lull & Metzler, owners of the 10,000 bus. of salvage wheat recently seized and confiscated by the Government at Toledo, have thru their attorneys, Smith & Beckwith, held a consultation with the officials of the United States District Attorney's office in an effort to learn the policy of the Government in the matter. They claim the Government has never given any notice by bulletin or in any other way of its position that salvage grain came under the provisions of the pure food laws, or of its intention to prohibit the sale of it, and therefore, they were innocent of any intent of violation of the laws by dealing in such grain, which they considered a legitimate article of commerce. They argue that it would be unfair for the Government to confiscate thousands of dollars worth of property in the hands of innocent holders. United States Attorney U. G. Denman, at once took the matter up with the legal department at Washington, but has not yet learned the Government's attitude in the matter. He said in reference to the claims made by Lull & Metzler: Personally, I feel that this is perhaps the correct statement of the situation, but I am acting under instructions from Washington, and I have not heard from the department upon the proposed release. The hearing has been set for Mar. 4 at Toledo.

## A LAMSON DINNER.

A grain trade dinner of unusual character was given at the Grand Pacific Hotel, Chicago, recently by Lamson Bros. & Co. to the managers of their outside offices, correspondents and floor brokers. It was in reality in the nature of a conference on trade conditions and prospects. The following were in attendance. The number immediately preceding their names corresponds with the number on the photograph:

1—L. J. Lamson, 2—L. F. Gates, 3—O. J. Roberts, 4—E. F. Thompson, 5—A. J. Cope, 6—H. L. Kaga, 7—W. A. Hutton, 8—B. E. Rich, 9—C. O. Stone, 10—P. W. Dehner, 11—C. E. Hunter, 12—R. E. O'Connell, 13—W. G. Kelly, 14—C. B. Burt, 15—J. L. Bush, 16—H. G. Smith, 17—A. E. Bocock, 18—S. W. Wilder, 19—W. H. Sievert, 20—O. M. Ruth, 21—W. T. Sullivan, 22—B. A. Simpson, 23—E. P. Tawney, 24—L. S. Hill, 25—T. M. Walsh, 26—J. E. Hoffman, 27—C. S. Bennett, 28—J. I. Hathaway, 29—E. C. Lloyd, 30—J. E. McElroy, 31—G. W. Beaven, 32—F. R. Martin, 33—H. E. Spiney, 34—F. M. Rogers, 35—H. J. Rogers, 36—C. L. Thomson, 37—G. A. Clifford, 38—M. Burdick, 39—E. B. Baumann, 40—P. A. Sunderland, 41—L. M. DeCosta, 42—J. J. Carnody, 43—H. Stoltze, 44—Ernest Carter, 45—G. E. Booth, 46—H. L. Rodger, 47—H. E. Miller, 48—J. M. Simpson.



Dinner to Lamson Bros. & Co.'s Brokers and Branch Managers.



# Grain Trade News

## CANADA.

Tate, Sask.—Farmers are preparing to build an elvtr.

Semans, Sask.—Farmers are selling stock to build an elvtr.

Raymore, Sask.—Grain growers are organizing a company to build an elvtr.

Indian Head, Sask.—Bouldman Mfg. Co. has a new all steel Ellis Drier of 100 bus. capacity.

Winnipeg, Man.—The 500,000-bu. elvtr. of the Rice Co is almost completed. It is 174 ft. high from ground up and more than 500,000 ft. of lumber were used in its construction. It will cost \$100,000 and will be used for storage of barley and rye.

Winnipeg, Man.—The Winnipeg Grain Exchange is considering adding some stories to its building or putting up an addition on adjoining property to meet the demand for office space which was all taken soon after the building was finished. The list of waiting tenants is reported long.

Port Arthur, Ont.—A largely attended meeting of grain men and railroad officials was held here recently at call of Ass't Frt. Traffic Mgr. W. B. Lanigan of the C. P. western lines, to discuss means of preventing all congestion of thru grain traffic at any point while in transit.

Goderich, Ont.—A fire discovered in the cupola of the elvtr. of the Western Canada Flour Mills Co. during a high wind in the morning of Jan. 5, was extinguished after an hour's hard work. Damage to building and contents by fire and water amounted to about \$50,000; loss partly covered by insurance. Fire supposed to have been started by crossed wires.

Ft. William, Ont.—Increase of grain elvtr. storage continues at the Canadian head of the lakes. The Canadian Northern is preparing to provide more storage before the 1912 crop begins to move and the Grand Trunk Pacific, which now has steel grain tank capacity here of 4,000,000 bus., has begun construction of additional tanks to double that. The present grain storage capacity here and at Port Arthur is 22,000,000 bus.

Mortlach, Sask.—The grain blockade at this point is serious. We can not get cars and only one engine a week to spot cars for the three elvtrs. here; 16 cars of wheat have been standing on this siding 8 days and it will take all summer to handle the grain in this territory. Farmers are coming 70 miles from the south and after finding no space at any of our elvtrs. on account of car shortage, they have to haul their grain 26 miles farther east to Moose Jaw to get it unloaded. The Farmers Elvtr. Co. will build an elvtr.—R. S. Parine.

Ottawa, Ont.—Railway officials have promised government representatives to make every effort to remedy the car shortage and grain blockade. At a recent investigation the railroad representatives stated that conditions over which they had no control rendered movement of grain from the West extremely difficult this season. In the first place the grain season was much later than usual and the quantity of grain to be moved much greater. Formerly Manitoba's harvest had been earlier than in the other provinces, so the railroads could make several grain hauls from that province before the movement began from Saskatchewan and Alberta; but this season it all came at once and the three companies' rolling stock was taxed beyond its capacity. The late season had also forced the roads to haul coal before the wheat had been removed.

## COLORADO.

Stratton, Colo.—Farmers want to build an elvtr. next season if small grain crops are fair and prospects here were never better than now for the 1912 crop.—Collins & Blair.

Denver, Colo.—John Butler, alleged to be a grain broker, has been imprisoned on charge of passing worthless checks on merchants in Twin Falls, Ida. He was arrested in the night of Jan. 19, soon after his arrival in this city.

Boulder, Colo.—When Charles W. Rowland, mgr. for the Boulder M. & Elvtr. Co., opened an express package received from St. Paul, Minn., Jan. 22, he was astonished to find \$500 in new \$20 bills, and the following note: "Many years ago I took money from your company—not to exceed \$200. It has troubled me ever since, and I herein return it with good interest. Please acknowledge receipt to Reverend Father Moynahan, St. Thomas' College, St. Paul, Minn." Mr. Rowland, who has been mgr. for the company many years, recalls that in 1885 the office safe was blown open and robbed of several hundred dollars, but no clew to the robbers was ever found. He believes the robbers made a confession to Father Moynahan, who advised return of the money. He will write to the St. Paul priest for an explanation. St. Paul dispatches state that when Father Moynahan was shown the message from Boulder, he said the man who took the money from the elvtr. company had committed no robbery, but refused to divulge particulars or discuss the motive for returning the money.

## IDAHO.

Drummond, Ida.—The Merrill Grain Co. is considering building an elvtr. here. Its 60,000-bu. house at Ashton, Ida., is operated by R. D. Merrill.

Roberts, Ida.—Elvtr. planned to be built in spring at Menan four miles east of this point and another at Louisville six miles south.—L. T. Deahl, mgr. Deahl Bros. Elvtr. Co.

Twin Falls, Ida.—The new 100,000-bu. elvtr. and mill of the Twin Falls Mig. & Elvtr. Co. have been put in operation. Two motors supply the power transmitted from Shoshone Falls five miles away. The motor for the elvtr. is of 25 h. p. and one of 100 h. p. operates the 400-bbl. mill where machinery has been so located that the output can be increased to 600 bbls. as desired.

Picabo, Ida.—Trackage has been obtained and the Kilpatrick Bros. Co. has let the contract for erection of a 50,000-bu. elvtr. here, to cost about \$20,000. Building will be of cribbed construction, iron clad, on concrete basement. House will be equipped thruout with up-to-date machinery designed to elevate grain to upper bins at rate of 4,000 bus. per hour and weigh and load into cars one carload per hr.; also automatic dump and a feed mill to grind 75 bus. per hr. Work will start as soon as ground permits excavation.

## ILLINOIS.

Lane, Ill.—Edward Hendrix of Maroa has purchased an elvtr. here.

Nokomis, Ill.—For some time T. D. Barkley has been scoop shoveling here.

Paris, Ill.—C. H. Wade will build a 50,000-bu. warehouse.—W. E. Wade.

Maroa, Ill.—The Duvall Grain Co. has bot the elvtr. here that formerly belonged to Elliott James.

Chandlerville, Ill.—The Turner-Hudnut Co.'s elvtr. and engine house here has been covered with iron.

Cairo, Ill.—H. S. Antrim has been re-elected pres. of the Board of Trade and Phil C. Barclay sec'y.

Atkinson, Ill.—M. S. Farnam, Hugh Grier and Warren Denham are organizing a farmers' elvtr. company.

Assumption, Ill.—We will remodel our elvtr. in the spring and change to low drive.—Assumption Grain Co.

Newark, Ill.—Some talk of farmers forming a company to build an elvtr. E. S. Fletcher is interested.—Wm. Barron.

Bushnell, Ill.—George Long, whose elvtr. burned last September, has bot that of George W. Cole and took possession Jan. 22.

Illiopolis, Ill.—George A. Gray, a former mgr. of the Illiopolis Farmers Grain Co., has been charged with embezzlement of \$16,000.

Lisbon, Ill.—The Central Grain, Lbr. & Supply Co. incorporated by J. Widney, Charles E. Fletcher and J. L. Shufelt; capital stock, \$10,000.

Savanna, Ill.—Four circular storage tanks will soon be completed for the Neola Elvtr. Co. They are about 40 ft. high and 30 ft. in diameter.

Yorkville, Ill.—P. W. Penman is sec'y. of the Yorkville Farmers Elvtr. Co. that is planning to build next summer.—Wm. Barron, Newark, Ill.

Morris, Ill.—I. V. Cryder of Minooka, Ill., can give information about the elvtr. the farmers' company is planning to build here.—Wm. Barron, Newark, Ill.

Sadorus, Ill.—The grain office and bank of De Long Bros. at this point were destroyed by fire in the night of Jan. 9.—H. I. Baldwin & Co., Champaign, Ill.

Virden, Ill.—The Virden Grain Co. has made extensive improvements and has equipped its house with a new stand of elvtrs. and a Reliance Automatic Scale.

Cairo, Ill.—The 30,000-gallon tank the Halliday Elvtr. Co. is building of concrete, as an independent fire protection, will have a power pump with a guaranteed capacity of 500 gallons per minute.

Examination for deputy grain inspectors and samplers will be held Feb. 17. All applications must be on file by 9 a. m., Feb. 10, with the Illinois Civil Service Commission, Springfield, Ill.

Edgewood, Ill.—John M. Leib & Son have equipped their elvtr. with a No. 4 U. S. Fan Discharge Corn Sheller, a U. S. Double Grain Cleaner, a B. S. Constant Chain Drag and Feeder and a steel tank.

Cairo, Ill.—The Consolidated Hay & Grain Co., operated by Leo McDaniels, is not a member of the Board of Trade, and its weights and inspections are without Board of Trade supervision.

Humboldt, Ill.—Paul Poorman bid in the elvtr. of J. M. Ernst for \$10,000, which was sold Jan. 3 by order of federal court in bankruptcy proceedings. Mr. Poorman intends to open the elvtr. immediately.

Wyanet, Ill.—Delbert Anthony has been elected mgr. for the Wyanet Farmers Grain Co. for the ensuing year. Mr. Hearst, who has had charge for some years, will take a similar position in southern Illinois.

Decatur, Ill.—W. H. Suffer has started the organization of a company to erect a large transfer house and make this point an assembling station for the purchase and treatment of grain under transit privileges.

Henning, Ill.—The Farmers Grain Co. of Henning incorporated to deal in grain and coal; capital stock, \$10,000; incorporators, L. D. Lane, Peter Vandervoort, G. R. Hoskins, Frank E. Renz and T. E. Matthews.

Minonk, Ill.—Joseph Bender, whose skull was fractured by the gasoline engine at the elvtr. of the Minonk Farmers Elvtr. & Supply Co., has been unconscious at a Peoria hospital. Surgeons refuse to operate while he remains so.

Dunlap, Ill.—Mr. Christopher now has the house I had at this point and I am out of the grain business in the country station. I am working for a Chicago firm, on the road part of the time and in the office part.—H. H. Sterling.



Corporations desiring to retain their charters have been notified to make their annual report to the sec'y of state at Springfield, together with affidavit and fee of \$1, thereby continuing this contribution to the fee grabbing politicians.

Galesville, Ill.—Hayes Bros., two prosperous farmers and business men of this place, have bot the elvtr. and fixtures of the Galesville Grain Co. from the receiver, Ira Rigdon of Mansfield, for \$1,600. Creditors of the defunct company can be paid in full.

Havana, Ill.—The new elvtr. of McFadden & Co., which replaces the one burned, is equipped with a 110-ft. Safety Ball Bearing Manlift, a No. 2 U. S. Corn Sheller with friction clutch pulley, a Double U. S. Grain Cleaner and a B. S. Constant Chain Drag and Feeder.

Darrow sta., Stockland p. o., Ill.—The Darrow Farmers Grain Co. has made extensive improvements in its plant. Machinery installed included seven U. S. Friction Clutches, B. S. Constant Chain Drags and Feeders and one elvtr. stand with 16x7-in. buckets with rope drive.

Danville, Ill.—Edward L. Moon, who died suddenly of heart trouble in his Chicago office on New Year's day, opened a grain brokerage office here 12 years ago and continued it until about a year ago when he moved back to Chicago and was in active business there until his death.

Poplar City, Ill.—We expect to rebuild early in the spring our elvtr. burned Jan. 4. The fire originated in the engine room, probably from an over-heated stove. The wind was very high and the fire was soon beyond control. The entire building burned to the ground with contents, about 2,000 bus. of wheat and 4,000 of corn.—McFadden & Co.

Humboldt, Ill.—An elvtr. will be built here on the I. C. by Linder & Ernst, designed to be one of the best equipped and up-to-date houses on that line; will probably be operated with electricity. I lately took advantage of the bankruptcy law but will remain in the grain business and believe my former success will continue.—J. M. Ernst.

Mason City, Ill.—J. A. McCreery, sec'y of the Farmers Grain & Coal Co., states that a 20% dividend has been declared. Additions and improvements have made this elvtr. property one of the best of its class in the state, now valued at more than \$20,000. W. T. Ainsworth has been pres. and Mr. McCreery sec'y and mgr. since the company's organization.

Dorans, Ill.—We have about all the plans on paper for the cement elvtr. we will build here in the spring and are almost ready to get out the blue prints, which we will submit for bids as soon as we can arrange to do so. We want the fastest working elvtr. in this part of the state so we can rush grain in any part of the house.—M. M. Wright, mgr. Farmers Grain Co. of Dorans.

Tucker sta., Bourbonnais p. o., Ill.—The cases of various farmers against the Tucker Grain & Coal Co. that have been pending in circuit court several months, have been settled and the company will pay each complainant 50c on the dollar for grain claimed to have been stored in its elvtr. when burned Mar. 16, 1910. The sums demanded by these suits aggregate about \$6,000.

Joliet, Ill.—The recently incorporated Joliet Grain Co. has leased a site 300x80 ft., from the Alton for 20 years at an annual rental of \$170. James Mann, division freight agt. of the Alton, attended a recent meeting of stockholders of the Grain Co. and explained that the charges of a 1/4c Chicago terminal charge on Alton grain shipments had no foundation, pledged his road to make no discriminations and said no switching charges would be made on grain shipments to Argo but that the Joliet Grain Co. would have to meet the first cost of the switch track, \$842, which would be returned to the Grain Co. at the rate of \$2 a car on all business where the Alton got the benefit of the haul. The company will build an elvtr. Joseph Tehle is pres.; Ed. J. Conley, sec'y; John McDonald, treas.

Ohlman, Ill.—The fire that recently destroyed my plant at this point, originated from a hot box under one of the hay presses. High wind made it impossible to do any thing to check the fire; loss total, about \$7,500; insurance, \$4,000. The elvtr. will be rebuilt as promptly as possible.—James F. Umpleby, Pana, Ill.

Romeo, sta., Lockport, p. o., Ill.—Work on the new elvtr. of William Shields has been delayed by the cold weather but his office has been finished, scales installed and grain is now being loaded directly into cars. Mr. Shields bot grain at this station many years for Norton Bros. of Lockport and has a valuable local acquaintance.

Fairbury, Ill.—The Farmers Grain Co. of Fairbury took possession Jan. 10 of the elvtr. property it bot from the Shearer Grain Co. and placed T. D. Karnes in charge. Mr. Keller, who has been at this elvtr. for years and is well known locally, will continue in the business as a track buyer besides managing his grocery store.

Champaign, Ill.—At the state convention of the Illinois Farmers Co-op. Elvtr. Ass'n in this city Mar. 12-13, the managers' section will discuss nine questions including: "Should a mgr. of a co-op. elvtr. be compelled to store grain and, if so, why and under what conditions? Should a mgr. be allowed to hedge grain against grain in store or against purchases? Individual responsibility of mgr. in conducting a co-op. elvtr. Can a co-op. company financially afford to have the mgr. perform outside duties of common labor and disregard duties of vital importance to the firm's welfare? Should grain be bot as to grade or should it be bot just as grain without grade; and, if graded, where? Should written contracts be used in buying grain? Should a co-op. grain company be conducted along the lines of co-operation or along lines of private business?"

## CHICAGO NOTES.

A car of barley, containing 1,700 bus., was sold Jan. 16 by Somers, Jones & Co., that netted the shipper \$2,089.

H. R. Sawyer, traveling representative for J. H. Dole & Co., was married Jan. 16 to Miss Carrie L. Richards of Cornell, Ill.

CHICAGO CALLERS: V. E. Butler, Heron Lake, Minn.; E. F. Burns, Stanley, Wis.; and B. A. Lockwood, Des Moines, Ia.

Ralph McDermid, formerly of Rosenbaum Bros., is taking a vacation in the south, and on his return will engage in the brokerage and commission business on his own account.

Offices of the Illinois R. R. and warehouse commission and the grain inspection department will be moved May 1, to the new Insurance Exchange Bldg. directly west of the Board of Trade Bldg.

William M. Hopkins has been re-appointed mgr. of the transportation department of the Chicago Board of Trade; Henry S. Robbins, attorney and Chester A. Legg, counsel for executive committee.

Last Saturday the Savers Grain Co. had a car of corn from Findlay, Ill., which contained 37% moisture, and yet it sold for 47 cts. Just think of it—over 1/4 water. The swimming must have been good in that car.

J. C. F. Merrill, retiring president of the Board of Trade, was presented with a bunch of American Beauty roses at an adjourned meeting of the directors, Jan. 12, with most of whom he has worked several years.

W. M. Hopkins, mgr. transportation Dept. Chicago Board of Trade, has been appointed a member of the new conference committee composed of R. R. officials and shippers, to dispose of appeals on Chicago switching district questions.

A vote on substituting "calendar" for business days in the rules of the Board of Trade, governing shipments of grain for deferred delivery, will be taken soon. The purpose is to learn whether the Chicago Board will join the other exchanges of the country in the movement for uniform rules, in which the Council of Grain Exchanges is vitally interested.

Ben A. Neal has moved to Salt Lake City.

To check grain doors on inbound and outbound shipments a number of deputy inspectors will visit the grain elvtrs. bearing credentials signed by Paul P. Rainer, chief inspector of the Joint Rate Inspection Euro, and W. A. Garrett, chairman of the General Mgrs. Ass'n. It is desired by Mr. Rainer that these inspectors have free and unrestricted access to elvtrs.

A fire that started at 6:45 a. m., Jan. 25, in the elvtr. of the Acme Malting Co., destroyed the elvtr. and the three upper floors of the office building. More than seven years ago the Rice Malting Co. owned the building. It was sold to the Acme Co. about three weeks ago. It was operated for a time by the Brewers' Malting Co. and was taken possession of three weeks ago by the Acme Malting Co. A little grain was in one of the houses. Loss on malt house, \$20,000.

James S. Templeton has made the following offer in writing: "I will give \$1,000 to any charity that may be selected, if the firms on the Board of Trade, doing business in futures, will submit their books to an accountant to be named by me, and if those books do not show a short interest of from 80,000,000 to 100,000,000 bus. I will agree to the accountant's findings being communicated privately to Sec'y George F. Stone, as I have no wish to see any of the books submitted."

Ten were recently admitted to membership in the Board of Trade Mutual Benefit Ass'n, bringing the total membership up to 843, 34 of whom had been admitted in three weeks. The ass'n claims to furnish the most satisfactory protection at lowest cost of any known organization. Its every obligation has been paid in full and during the last 19 years it has paid \$619,843 to beneficiaries, who now receive \$2,782 on a membership but the present vigorous campaign for new members will increase that amount.

Arrivals of hay are rather large at present, and the feeling is easy. Trade has been somewhat indifferent the last few days on account of increased offerings. We do no look for any break of consequence at this time, but the market will undoubtedly rule weak until the surplus is cleaned up. We feel that prices will rule high during the winter months, but with a good spring, and prospects for a large crop next year, we look for very heavy receipts during the late spring and summer, and consequently much lower prices. We would advise shipments of hay now, as do not believe there is any money in holding hay at present high prices ruling.—W. R. Mumford & Co.

The body of Fred H. Weaver was found in a park at Evanston, Jan. 23, with a bullet wound in the head and a revolver beside it. Three sealed letters were found in Mr. Weaver's pockets, one addressed to his father and the other two to Miss Ella Wade, Paris, Tex., who said he had visited her several weeks ago and seemed a nervous wreck. He was about 30 years old and well known on the Chicago Board of Trade, having been an independent broker for some years. He cleared his trades thru Buckley & Co. He was regarded as a successful trader and was popular. He suffered a nervous breakdown about six months ago, and was forced practically to give up his business at the Board.

Application for membership in the Board of Trade has been made by John J. Casey, John W. McGraw, Constantin Alvo von Alvensleben and Christopher Strasser. Application for transfer of membership has been made by George E. Cathcart, Charles J. Buddeke and the estate of Albert W. Walker. The following were recently admitted to membership: Edwin Mooers, George G. Hannah, Harold L. Mack, Edward C. Miller and Elliott Lowe. The directors recently bid \$2,000 for a membership and three sold for \$2,125 each, net to the buyer. The membership was reduced by 20 in 1911 by purchase and retirement of certificates by the Board, under a plan adopted during a previous administration, and now numbers 1,627.



The Armour Grain Co. is equipping the steamship Helena with an all steel Ellis Drier of 2,500 bus. capacity per hour. The equipment will include 3 No. 12 Sirocco Blowers, driven by an American Ball Compound engine; 3 legs, with a combined elevating capacity of 12,000 bus. per hour. The forward part of the boat is hopped and divided into ten compartments, underneath these are two belt conveyors to carry grain to boots of legs in stern. An 18-inch screw conveyor above driers will distribute grain to drier compartments as desired. Two 14-inch screw conveyors below drier and cooler convey grain to boots of legs.

The initial meeting of directors of the Board of Trade, under the Bunch administration, was held Jan. 16. Pres. Frank M. Bunch presided. George F. Stone was elected sec'y of the Board for the 28th successive time. Walter S. Blowney was re-elected assistant sec'y. Standing committees for the ensuing year were appointed, among which are: Committee on rules, Simons, Leland and Freeman; warehouse, Cunningham, Andrew and Dillon; grain, Rice, Pierce, Carden, Gerstenberg, J. C. Murray, W. N. Eckhardt and George A. Wegener; violation of rules, Tearse, Cunningham, Freeman, Leland, Andrew, Gerstenberg and Simons; transportation, Pierce, Andrew, J. C. Murray, G. W. Hales, E. L. Glaser, T. W. Brophy, Jr., G. E. Marcy, James Bradley, J. J. Stream and George S. Bridge; weighing and custodian, Andrew, Cunningham and Rice; flaxseed inspection, Gerstenberg, Lasier and Carden; other inspection, Wilson, Mason and Dillon; call committee, W. N. Eckhardt, E. L. Merritt, G. B. Van Ness, J. P. Griffin and S. T. Graff.

Our attention has been called by Chief Inspector Rainer to a number of cases where inbound expense bills have not been surrendered promptly on grain reshipped from transit houses. The requirements of Rule 9 in Joint Transit Privilege Circular No. 14 should be fully complied with and expense bills surrendered promptly on all outbound shipments, except when carriers have not presented inbound expense bills for payment of freight charges in accordance with the terms of Rule 5, thus rendering it impossible for shippers in such cases to comply with the terms of Rule 9. The delayed expense bills should be surrendered to the Joint Rate Inspection Bureau promptly after they are received from the inbound carrier; the delay, however, in surrendering such inbound expense bills being the responsibility of the inbound road and not that of the shipper. Do not retain any expense bills applicable on outbound shipments already made, but surrender them without delay to the Joint Rate Inspection Bureau, in compliance with the transit rules. —W. M. Hopkins, mgr. transportation dept., Board of Trade.

J. C. F. Merrill, retiring pres. of the Board of Trade, in his address at the annual meeting, Jan. 15, advocated obtaining written consent for a commission house to take trades from any employee of another house. He urged penalizing in case of defaults which, he asserted, would make it unprofitable for any one to run a corner in grains or provisions, and favored the appointment of a committee to fix the true commercial value of the article on which default was made. Frank M. Bunch, the new pres., in his inaugural address, called attention briefly to the work done last year, particularly the organization of the custodian department, which now makes the private warehouse receipt when accompanied by the custodian's certificate practically as good collateral as public warehouse receipts. He also referred to the anti-corner rule and the supervision of market letters and private wires. He commended the proposition for a new building to members' consideration and complimented the state grain inspection department, which, he said, had reached the maximum degree of efficiency under the present system and declared that "the Board of Trade should start a movement to have the inspection department taken out of the realm of politics. Every member of the department from top to bottom should be selected on the merit system."

An excellent showing was made by the Board of Trade administration in its annual report to members at the meeting of Jan. 15. The financial statement showed total receipts in 1911 of \$444,399, compared with \$435,541 in the previous year. Receipts in detail in 1911 included \$123,412 from regular assessments, \$41,125 from special assessments, \$11,100 from transfer of memberships, \$139,797 of rentals, \$12,214 of 'phone rentals, \$48,672 for sampling grain and \$40,733 for market quotations; compared with \$124,650 from regular assessments, \$44,550 from special, \$13,660 from transfer of membership, \$135,473 from rentals, \$12,758 from phone rentals, \$40,382 from sampling grain and \$38,107 from market quotations in 1910. Expenditures in 1911 aggregated \$491,367, including \$23,603 for market reports, \$42,776 for grain sampling and \$39,175 for purchase of memberships; against \$25,123 spent for market reports, \$36,428 for grain sampling, \$40,250 for purchase of memberships and a total expenditure of \$459,583 in 1910.

Two grain samplers and two clerks were ordered discharged from the Chicago office of the state grain inspection department, by the civil service commission, Jan. 10, which found more employees than the appropriation provides for. Heretofore the grain inspectors have been authorized to spend all money received in fees in hiring such employees as they saw fit, but this was stopped by the new law requiring all fees to be turned into the state treasury and an appropriation made for such employees as were considered necessary. The legality of this law was attacked by the Chicago Board of Trade which wanted all fees used to improve the service. At the December term of the supreme court the bill was declared constitutional and the fees ordered turned in to the state. The Illinois general assembly had appropriated \$5,000 for maintenance of the inspection department at Chicago while its expenses had been about \$35,000 annually. After conference in Chicago, Jan. 22, Governor Deneen decided to call a meeting of the state auditor and the attorney general at Springfield this week to devise some way to relieve the situation. W. Scott Cowen, chief grain inspector, told the governor: "The joke of the predicament is that this department earns more money than it spends and still we can't pay our bills. I asked for \$26,000 for operating expenses and got \$5,000."

A fire, believed to have been caused by crossed wires, started near the provision pit in the Board of Trade Bldg. just after close of trading, Jan. 11. Discovered in the center of the west wall near the second floor, it crept up between the outside wall and the plaster. In demolishing part of the wall on the first floor the firemen discovered an old-patterned air shaft which the flames entered and shot up to the roof. When the police ordered all offices vacated brokers and scores of employees carried books and papers from the nine floors and their hasty removal caused more confusion than the fire itself which reached but one office, that of James T. McLaughlin & Co., grain brokers, where strenuous efforts were made to get the firm's records to safety. When the fire started about 250 brokers were on the floor, settling up the day's trades, and indemnity trading had just begun. This was soon resumed in a corridor of the Postal Telegraph Bldg. across the court from the Board of Trade. By 2:30 the danger was over and many members experienced difficulty in locating their belongings which had been carried to different offices. This fire was the worst of the three within a year. Its damage was estimated at \$5,000 but it rekindled talk of a new building. Among the several plans is one for a 30-story structure. Some members want the \$4,000,000 property now occupied sold and a new building erected on less valuable ground.

## INDIANA.

Bradley sta., Chrisney p. o., Ind.—The Woodbury-Elliott Grain Co. has installed a Constant Safety Manlift in its elvtr.

Terre Haute, Ind.—We have succeeded B. G. Hudnut.—The Hudnut Co.

Arlington, Ind.—Hutchinson & Son have put in a 25-h. p. Fairbanks Oil Engine.

Wheatland, Ind.—We may install some new machinery.—Edw. E. Shaw, mgr. Farmers Elvtr. Co.

Decker, Ind.—Jordan Bros. have improved their elvtr. Machinery was furnished by the B. S. Constant Co.

Mentone, Ind.—O. Gandy & Co. have equipped their elvtr. with a B. S. Constant Chain Drag and Feeder.

Nortonburg, Ind.—H. Griffeth of Columbus is having his elvtr. here overhauled and repaired by L. J. McMillin.

Chalmers, Ind.—The Chalmers Grain Co. incorporated to operate grain elvtrs.; capital stock, \$20,000; incorporators, J. F. Pearson, J. V. Younger and E. E. Hoff.

New Lisbon, Ind.—We will build coal bins in the spring and operate in connection with our grain business.—Luellen & Leakey Bros., successors to Chas. W. Mouch.

Leiters Ford, Ind.—A. A. Campbell, who recently sold his elvtr. and grain business to J. H. Hoessel, will retire from the grain business and sell implements and hardware.

Fritchton, Ind.—Walker & Chamber's elvtr. here is closed now and next summer it will be replaced by a new 7,500-bu. house and thereafter kept open the year around.

Atkinson, Ind.—J. W. McConnell and D. A. Messner of Oxford, Ind., have bot the elvtr. here of Bell & Greenwood, thru Joseph D. Chancellor, and will take possession May 6.

We expect to have a rousing good meeting in Lima, O., Feb. 9, to which Indiana dealers are cordially invited.—Thos. P. Riddle, sec'y Hay & Grain Producers & Shippers Ass'n of N. W. Ohio.

Nearly every county in Indiana has held a corn show and farmers' institute in the last two weeks and others are preparing for similar meetings in the next three weeks. The attendance is good and corn exhibits excellent.—F.

Kirklin, Ind.—J. J. Kelleher, formerly in the grain business at Avery, has bot the elvtr. and mill of the Kirklin Grain Co. for \$10,000, thru John A. Rice, and took possession Jan. 18. Allen Bassett will operate the other elvtr. here.

Bryant, Ind.—Henry Huckereide, a merchant here, has been appointed temporary receiver for the Bryant Grain Co. until its debts of more than \$9,000 are paid. He gave bond for \$10,000. The receivership is on petition of one of the directors.

Urbana, Ind.—At present we have charge of only one elvtr., that at this point, but in May we will take over three others now owned by W. A. Elward at Lagro, Wabash and Rich Valley, Ind.—The Morrow Grain Co., successor to Paul & Morrow, Wabash, Ind.

Greensburg, Ind.—Nading Mill & Grain Co. has purchased and will operate the 75,000-bu. elvtr. and warehouse of R. S. Meek & Son. As soon as the house is emptied it will be overhauled and converted into a transfer and cleaning elvtr. A drier may be added.

Kirkpatrick, Ind.—The new farmers' company, the Kirkpatrick Grain Co., has bot the elvtr. of Malsbary & Co. and took possession Jan. 20. Perry Davis is pres.; Grant Gray, vice pres.; B. B. Dicks, sec'y; Robert Boots, treas.; capital stock, \$20,000.—W. A. Gray, mgr.

Kewanna, Ind.—We have purchased the elvtr. here of A. D. Toner.—Jordan & Baird. This firm is composed of L. H. Jordan of the Jordan & Montgomery Co., Indianapolis, and O. H. Baird of the Advance Grain Co., Advance, Ind. Mr. Toner will retire from the grain business.

Adams, Ind.—Bert Boling's cleaning machine was set on fire recently by burning gun shells which had been exploded by the sheller. Mr. Farmer hauled a box of shells to town on his load of ear corn and forgot to remove them before dumping the load. He refused to pay for the burned cleaner, but asked pay for the shells exploded.



New Lebanon, Ind.—Allen Welton is covering his elvtr. with iron and displacing his steam plant with a gasoline engine. L. J. McMillin is doing the work.

Fort Wayne, Ind.—We have organized a new copartnership which will consist of the Stiefel Grain Co., that operated five elvtrs. on the B. & O. at Albion, Avilla, Cromwell, Kimmell and Syracuse, Ind.; and Ben Levy of the old firm of Nathan & Levy, that dissolved partnership by mutual consent. We will operate 11 elvtrs. besides doing an extensive seed business.—Stiefel & Levy.

Cyclone, Ind.—The C. W. Lee Grain Co.'s elvtr. was burned Jan. 5 together with 3,000 bus. of wheat, 6,000 of corn and 2,800 bus. of oats. The office building and 50 bags of clover seed were saved. Loss \$20,000; fully covered by insurance. A larger and better elvtr. will be rebuilt immediately to replace that burned. The Reliance Construction Co. is making plans for a 60,000-bu. modern iron-clad elvtr.

Columbus, Ind.—Ben C. Thomas has a new 50,000-bu. elvtr. with brick outside walls. It is operated by a 60-h. p. steam plant housed in a detached brick engine room. His brick office is 14x30, two rooms. All roofs are of gravel. The plant is equipped with four legs with 16x7 cups, two dumps, a 1,000-bu. Western Sheller, a U. S. Corn Cleaner, a 1,600-bu. Howe's Wheat Cleaner, an automatic scale, and a Constant Man Lift. Each machine can be cut out by a Weller Friction Clutch. All work was done by L. J. McMillin.

Lafayette, Ind.—The convention of the Indiana Corn Growers Ass'n, held in connection with Purdue University short course Jan. 10, was attended by more than 1,000 farmers, whom Pres. W. E. Stone of the university congratulated on what they had accomplished in placing Indiana in the front rank as a corn-producing state. Pres. L. B. Clore of the Corn Growers Ass'n outlined the scope of its work. Two years ago it began the study of corn and weed seeds and their elimination and now intends to take up the study of alfalfa. P. E. Goodrich of Winchester discussed "The Better Saving and Handling of the Corn Crop" and suggested that, as the average year furnishes only 100 days in Indiana to mature a corn crop, farmers of the state should grow an earlier variety, one that would mature in 90 days, yield about as well and give the profit of a really good article, then harvest and care for it properly and thus eliminate the burden of excessive elvtr. charges.

Princeton, Ind.—Henry E. Agar, released from the penitentiary Jan. 3, was paroled to go to his family at San Benito, Tex., where he has business interests. He must report regularly to the prison board for a year when, if his conduct is satisfactory, he will then be released with the effect of a pardon. He served a little more than two years on an indeterminate sentence for embezzlement. He was formerly mgr. and treas. of the Princeton Elvtr. Co. that appeared in such a flourishing condition no thoro investigation of its books was ever made until after his disappearance thru a dummy drowning so well executed that Agar was given a public funeral and his wife collected more than half of his \$30,000 life insurance, which she returned after he was discovered in Texas. All of his property here was disposed of some time ago and much of it was used in making settlements of his various shortages amounting to about \$100,000. Court records show that the forgery and embezzlement indictments against him have been dismissed except one alleging embezzlement and grand larceny of about 22,000 bus. of wheat that belonged to an Evansville firm and was supposed to have been stored in the elvtr. here.

## INDIANAPOLIS LETTER.

The Mutual Grain Co. reports its business good and growing rapidly.

The second annual convention of the Indiana Business Men's Ass'n will be held here during its industrial exposition, Feb. 12-17. Fred Fromuth of Muncie is pres.; A. Bogue, Indianapolis, sec'y.

Harry J. Berry, Lewis H. Sturges and Charles A. Garrard were recently admitted to membership in the Board of Trade.

Bert F. Sloan, formerly with the Spencer Mfg. Co., has purchased an interest in the C. A. Shotwell Co. now operated as C. A. Shotwell & Co. Mr. Sloan has had valuable experience with grain.

The board of governors of the Board of Trade ordered, Jan. 8, \$2,000 of outstanding preferred stock to be retired, a 1% dividend declared on all outstanding common stock and the same amount appropriated for the mortuary fund.

The New-Delmar Co. is in the hands of a receiver. We bot but one car of grain from it, and the manager raised the invoice, so that we paid them \$115.67 more than car amounted to. We were unable to obtain the return of this money. Stock in the company amounting to \$1,300 was issued, but never paid for, and the receiver will proceed to collect for the stock and apply the money in meeting the company's liabilities. J. S. Phipps, manager of the firm, has disappeared.—Capitol Grain Co.

At the last session of the General Assembly of Indiana, a law was passed to become effective Jan. 1, 1912, providing for a Commissioner of Weights and Measures, with far reaching powers. In addition to prescribing the powers of the Commissioner and his deputies and inspectors, it provides for county and city sealers, who shall also be deputies, and they are not only permitted but required to visit and inspect, twice each year, all scales, measures, etc., and when they find a violation of the statutes relating to weights and measures, they shall cause the violator to be prosecuted. Such officers are given police powers and may enter on the premises of scale owners at any time, and any resistance incurs penalties. The law makes no provision for the deputy inspector or other official to repair, adjust and put into condition, scales that are found to be out of condition. The question of intent to defraud or maintain defective weights or measures, is not a condition precedent to an infraction of the law, so that if users of weights and measures are so unfortunate as to have their appliances out of condition when the inspector or deputy calls, they can be prosecuted and there seems to be no alternative in the law, even if the department wishes to deal leniently with first offenders, that section contains the following language: "Whenever the county or city sealer finds a violation of the statutes, relating to weights and measures, he shall cause the violator to be prosecuted." Sec. 8 provides: Any person who, by himself or by his servant or as the servant or agent or another, shall use or retain in his possession any false scales, weight or measure or weighing or measuring device in the buying or selling of any commodity or thing, or who shall dispose of any condemned scales, weight, measure or weighing or measuring device contrary to law, or remove any tag, stamp or mark placed thereon by the sealer; or any person who by himself, or by his servant or agent or as the servant or agent of another, shall sell or offer or expose for sale less than the quantity he represents, or any person who by himself or by his servant or agent, or as the servant or agent of another, shall sell, offer for sale or have in his possession for the purpose of selling, any false scales, weight or measure or any device or instrument, to be used or calculated to falsify any weight or measure, shall be guilty of a misdemeanor and shall be punished by a fine of not less than ten dollars nor more than one hundred dollars, to which may be added imprisonment in the county jail for not more than three months, upon first conviction; and upon a second or subsequent conviction, he shall be punished by a fine of not less than \$20 nor more than \$500, to which may be added imprisonment in the county jail for not more than six months.

## IOWA.

Coin, Ia.—The Coin Elvtr. Co. has been dissolved.

Turin, Ia.—John Barnard has bot a site for the erection of an elvtr.

Barnes City, Ia.—Isaac Lester has built a small elvtr. and Harris & Co. have one under construction.

Fulton, Ia.—J. C. Snyder has enlarged his grain business and has bot the freight house to use for storage.

Lake City, Ia.—L. H. Mitchell has purchased the elvtr. of James Bruce and will take possession in March.

Lenox, Ia.—Fire, resulting from a gasoline explosion, destroyed the elvtr. of S. E. Wainwright, Jan. 10; some insurance.

Palo, Ia.—The Palo Live Stock, Grain & Lbr. Co. incorporated by J. I. Beatty, J. M. Hayes, J. A. Owen and others; capital stock, \$15,000.

Titonka, Ia.—Work has been started on the new elvtr. for the Iowa Grain Co. by the Newell Construction Co., to replace the one burned in October.

Malcolm, Ia.—Farmers Elvtr. Co. incorporated by Fred Murphy, pres.; Ira N. Kenyon, sec'y; J. D. Carpenter and Sidney L. Royce; capital stock, \$20,000.

Dike, Ia.—H. J. Frerichs of Wellsburg and O. A. Ontjies of Holland, who recently purchased the elvtr. of the Dike Grain Co. of A. K. Daarley of Cedar Rapids, took possession of their new property Jan. 2 and will operate under the firm name of the Dike Elvtr. Co.

Modale, Ia.—While in Omaha, Jan. 7, on business with the Uptide Grain Co., W. M. Sharpnack, the company's agt. at this station, was overcome with gas while asleep at a hotel. The odor caused an investigation in the middle of the forenoon and Mr. Sharpnack was found in a serious condition.

Washta, Ia.—P. J. Kennedy of our firm, Kennedy & McGonagle, was killed in a railroad wreck near Raymond, Ia., Jan. 6, while returning from Chicago with horses he had bot to take to South Dakota, where he was going to farm. The business here will be continued as before for the present.

—J. R. McGonagle.

Osceola, Ia.—Sherman E. Hicks, who died recently after a stroke of paralysis, was born in Illinois, came to Iowa when a young man and to Osceola in 1892 as agt. for O. T. Hulburd & Co., where he built up a good business and was active in local affairs. He is survived by his widow, a son and an adopted daughter.

Dedham, Ia.—A fire broke out in the engine room at the elvtr. of the Farmers Grain, L. S. & Lbr. Co. about 8 o'clock in the evening of Jan. 8 and had gained much headway when a helper discovered it. Prompt aid from citizens and an abundance of water confined it to engine room; damages about \$800; building fully insured. —W. B. Loeltz, mgr.

Ft. Dodge, Ia.—The annual convention of the Iowa Farmers Co-op. Elvtr. Ass'n will be held in this city Feb. 14-16. Among the topics to be discussed by the managers' section are: Contracting grain and advancing money on same. Selling grain by telegraf and telephone. Driers in county elvtrs. Railroad claims. A manager's obligations to his company. Is a cleaner profitable in a country elvtr?

## KANSAS.

Robinson, Kan.—G. G. Weichen is remodeling his elvtr.

Wichita, Kan.—Hastings & Co. have discontinued business.

Corwin, Kan.—Ora Laughead has bot the elvtr. of T. W. Bay.

Towanda, Kan.—G. W. Garrison has his much coveted switch and a new 10,000-bu. elvtr. on it.

The Kansas Board of Agriculture has re-elected F. D. Coburn, sec'y for the tenth successive time.

The annual meeting of the Kansas Grain Dealers Ass'n will be held in Kansas City, Feb. 20-22, with headquarters at the Coates House. We hope to have our program arranged by Feb. 1.—E. J. Smiley, sec'y.



Hollenberg, Kan.—The Farmers Elvtr. Co. has bot the elvtr. owned by the First Nat'l Bank of Fairbury, Neb.

Monrovia, Kan.—E. E. Bowen has purchased the grain business at this point from me.—H. Strine of Strine Bros.

Macksville, Kan.—C. R. Rixon of Hutchinson, Kan., has bot out the W. T. Shute Grain Co. at this point.—J. L. Carter.

Pratt, Kan.—The Kansas Flour Mills Co. has taken over the property of the Pratt M. & Elvtr. Co. both real and personal.

Manhattan, Kan.—We have installed a large new Clipper Seed Cleaner and Corn Grader in our seed corn house.—Fielding & Sons.

Highland, Kan.—J. F. Bottinger has built a large crib of native lumber on cement foundation, with metal roof, for handling ear corn.—R.

Hoyt, Kan.—It is said the Crosby Mlg. Co. of Topeka recently shipped in to this point a car of flour and feed to J. S. Holt who distributed it to others.

Delia, Kan.—Whitney & Sebring of Topeka have a new 20,000-bu. elvtr. here on the U. P. R. R., built by the P. H. Pelkey Construction Co., with concrete detached power house.

Wellington, Kan.—The Wellington M. & Elvtr. Co. has let the contract to the Flint Construction Co. for erection of a 60,000-bu. concrete elvtr. and a brick and concrete warehouse 35x60 ft.

Morganville, Kan.—My successor as mgr. for the Morganville Farmers Mlg. Co. is a son of U. G. Muck of Clay Center, Kan., who manages the Farmers Elvtr. Co. at that point.—A. E. Engberg, Idana, Kan.

Girard, Kan.—The grain office of Wm. Reckaway, who recently succeeded Morrow & Taaffe, was broken into during the night of Jan. 7 by smashing part of the door. The safe contained no money and had been left unlocked. The burglar got nothing but some lead pencils.

Madison, Kan.—C. M. Davis has bot a 20-h. p. gas engine and will run a sheller, cleaner and two sets of burrs, 24x16 in., as a custom mill this season, under the name of the Farmers Mill & Exchange. Prospect of erecting an elvtr. on M. P. track in near future.—M. L. Brown.

Baldwin, Kan.—The elvtr. and mill of C. C. Liggett burned in the evening of Jan. 15, with 1,000 bus. of wheat in the elvtr. and 450 bus. of corn; some insurance, but the loss falls heavily on Liggett Bros., who have been here about a year and built up a fine business. The plant was formerly operated by the West Baldwin M. & Elvtr. Co. The water mains were frozen and nothing could be done to save the building.

Kansas City, Kans.—The elvtr. interests will file objections to the fees held in trust by the clerk of the court being turned over to the state grain inspection department, pending litigation. The Kansas Supreme Court will hear the state grain inspection case in April. Ten days were given to both the grain men and the state in which to file all motions they cared to submit. The state is allowed until Feb. 14 to file its briefs and the grain and railroad men until March.

Topeka, Kan.—The Kansas grain inspection department has filed motion in the supreme court of the state asking that about \$8,000 of inspection fees, held in trust by the clerk of the court, be paid to the department which needs money, as its inspectors received no wages for December and D. R. Gordon, chief grain inspector, has drawn no salary since July. Such reduction has been made in the department's force that shippers complain inspections are not made properly. The situation is serious as the department has started in on the last six months of the present fiscal year with a deficit of more than \$4,000 and no prospect for settlement of the litigation, that has tied up its funds, before April or May when the case is then likely to be appealed to the federal supreme court.

Almena, Kan.—My lease on the elvtr. of the Central Granaries Co. at this point runs until July 1.—E. H. Powell.

## KENTUCKY.

Lexington, Ky.—We are thinking some of putting up an elvtr., but have made no definite plans.—C. H. Berryman, mgr. Elmendorf farm.

Hodgenville, Ky.—C. D. Miller, a grain and stock dealer well known thruout the state, died at his home here, Jan. 17, after a lingering illness. He is survived by his widow and two daughters.

Lexington, Ky.—Markets are quiet, some trading being done on dollar basis. As a rule farmers have disposed of all their holdings and trading is confined to speculators and millers.—A. B. Bleidt.

Harrodsburg, Ky.—J. C. Bonta, T. H. Coleman and A. G. Kyle have bot the grain business of J. E. Cogar for \$30,000. Mr. Kyle will manage the property. Mr. Cogar will retire from active business on account of his age. His son, D. N. Cogar, died recently.

## LOUISVILLE LETTER.

Verhoeff & Co. are building a boiler house to cost \$3,200, as an addition to their elvtr. plant.

S. W. Strong, sec'y of the Illinois Grain Dealers Ass'n, was in Louisville recently with other members of the organization, to confer with Harry H. Bingham, chairman of the grain committee of the Louisville Board of Trade, on the inspection system of this market and to explain certain complaints they have to register about inspections.

At the annual election of Board of Trade officers, Jan. 17, the following were elected to serve for the ensuing year: George L. Danforth, pres.; Logan C. Murray, 1st vice pres.; Charles P. Barton, 2nd v. p.; Wm. Heyburn, 3rd v. p.; James M. Johnson, 4th v. p.; John J. Sanders, 5th v. p.; Oscar Fenley, treas., and myself supt. and sec'y.—James F. Buckner, Jr.

At the annual meeting of the Board of Trade, Jan. 15, Pres. Danforth, Sec'y Buckner and John J. Telford made addresses opposing the organization of the proposed chamber of commerce as a central organization to represent every commercial body in this city. Mr. Telford said such a body would be unable to accomplish as much as the Board of Trade is now doing and, if organized, the state would then appoint weighers and grain inspectors and that important matter would become a political pawn for grafting purposes.

At the annual meeting of the Louisville Board of Trade, Jan. 15, all the retiring directors were re-elected, except R. L. McKellar, who was succeeded by Henry D. Ormsby. The other directors re-elected were Harry H. Bingham, E. H. Bowen, David Hirsch, James M. Johnson, W. L. Mapother, C. C. Mengel, W. G. Munn, Logan C. Murray, J. M. Ryan, John Zinsmeister, Marion E. Taylor and John J. Sanders. These, with the 13 directors whose terms do not expire until next year, met Jan. 17 and re-elected pres. George L. Danforth, who at once started to work on the personnel of the standing committees for the ensuing year. Harry H. Bingham is scheduled to retain the chairmanship of the grain committee, to which he has rendered efficient service.

## LOUISIANA.

Jennings, La.—Tippen & Krielow will open a grain business soon.

New Orleans, La.—Receipts of grain during December included 16,000 bus. of wheat, 876,000 of corn and 180,000 bus. of oats; compared with 1,000 bus. of wheat, 1,464,000 bus. of corn and 183,000 bus. of oats received in December, 1910. Shipments for the month included 33,799 bus. of wheat, 491,072 of corn and 10,773 bus. of oats; against 1,008 bus. of wheat, 742,580 of corn and 17,169 bus. of oats shipped in December, 1910.—F. S. Herring, sec'y Board of Trade.

New Orleans, La.—Exports of corn in 1910 aggregated 4,479,207 bus., instead of 4,779,207 bus., as reported.—W. L. Richeison, chief grain inspector, Board of Trade.

New Orleans, La.—We have opened an office in this city. Our specialties are grain, hay, flour and feedstuffs. Our firm is composed of L. C. Mays and C. D. Terry.—Mays & Terry.

New Orleans, La.—At the annual election of the Board of Trade, Jan. 8, 102 votes were cast, considered a good number, since no opposition developed to the following administration ticket: Joseph McCloskey, pres.; Jeff. D. Hardin, 1st vice pres.; Frank A. Daniels, 2nd vice pres.; W. M. Pitkin, 3rd v. p.; directors for two years: Wm. P. Ross, S. Locke Breaux, Jules M. Burguières, P. P. Lynch, Hugh McCloskey, John T. Gibbons, Jr., Walter F. Jahncke, E. B. Harral, P. M. Schneidau, J. Henry Lafaye, Jr., Albert Mackie, Nevins Fitzpatrick, Victor Camors. The following directors held over from last year: C. H. Ellis, M. J. Sanders, Henry F. Schreiber, R. F. Clerc, J. S. Cave, W. P. Burke, Chas. Dittmann, Jos. Kohn, John H. Murphy, Pearl Wight, Sam Blum, T. F. Cunningham, G. F. Mason.

New Orleans, La.—New officers of the Board of Trade were installed Jan. 10. A. F. Leonhardt, retiring pres., made his last report and introduced his successor, Joseph McCloskey. H. S. Herring, who has been sec'y-treas. for six years, was unanimously re-elected. Joseph Kohn and S. G. Kreeger, on the recommendation of the freight and transportation committee, were selected to represent the exchange before the Interstate Commerce Commission Jan. 29, in New York, when the interstate express rate matter will be up for a hearing. The following resolution of P. P. Lynch met with the unanimous approval: "Be it resolved, That the ex-presidents of this organization who are members be accorded the courtesy of attending all board of directors' meetings, with the privilege of discussion and debate on all subjects." Pres. McCloskey was presented with a magnificent floral offering, the inscription: "From the two remaining members of the Big Three." This means from Messrs. John Dwyer and David J. Manson. After adjournment, on invitation of Pres. McCloskey, the directors and many members of the exchange repaired to the reading-room, where Pres. McCloskey had furnished a bounteous supply of refreshments. Toasts were offered to the outgoing administration, and for the success of the new president and his administration.

## MARYLAND.

### BALTIMORE LETTER.

Out of a total of 673 cars of corn received at this market during the week of Jan. 20, 641 cars graded "Contract."

Burgoyne Maitland, formerly in the grain business in this city, died at his home in Brooklyn, N. Y., Jan. 3.

J. Barry Mahool, Eugene Blackford, W. Whitridge Rider, John J. Buffington and John L. Alcock will be elected directors of the Chamber of Commerce Jan. 29, and with 10 other directors who have been held over, will serve until Jan., 1915. The new directors are well known to the grain trade.

The annual meeting of the Foreign Commerce Ass'n, composed of foreign shippers of grain of the Chamber of Commerce and steamship men, was held at the Hotel Rennett in this city last Thursday night. Mr. Herbert Sheridan, traffic manager of the Chamber of Commerce, delivered a speech on "Bs/L from the Shipper's Point of View." Thomas Seal, superintendent of the elvtrs. of the Baltimore & Ohio Railroad, spoke on "Bs/L from the Assn's Point of View." President William Ingle of the Marine Bank gave the views of bankers on Bs/L.—W.

## MICHIGAN.

Alma, Mich.—The Alma Elvtr. Co. has installed a drier for beans.

Tustin, Mich.—A bean elvtr. has been completed for the Harrisville Mlg. Co.



Capac, Mich.—George Allen's frame mill, filled with grain, burned in the night of Jan. 11; loss, \$20,000.

Prescott, Mich.—The Prescott Elvtr. Co. has added eight new bean picking machines and now has 20 in operation.

Mendon, Mich.—Morris Kent & Co. have overhauled their elvtr. and installed a dump at a cost of about \$800.—O. B. Burnett.

Bancroft, Mich.—W. O. Calkins has had new machinery installed in the elvtr. he recently purchased from W. H. Payne & Son.

Cass City, Mich.—The Cass City Grain Co. has a new Ellis Drier of 100 bus. per hour capacity, which is running on beans.

Kinde, Mich.—The Wallace Co. has remodeled its elvtr. at this point and installed two new bean pickers and 24 additional tables for hand pickers.

Flushing, Mich.—Hankins Bros., grain, bean and coal dealers, have bot the coal yards and sheds of the late I. C. Packard and intend to erect extensive new sheds.

Perry, Mich.—A company of 25 farmers has been organized to buy the elvtr. of Stark & Plunkett and the property of the Bancroft-Davis Mfg. Co. at this point; capital stock, \$75,000.

Detroit, Mich.—The Adams Grain & Commission Co. of Richmond, Va., has entered suit against Botsford & Barrett of this city, who discontinued business Dec. 30, to recover \$900 alleged damages on grain shipments.

Sparta, Mich.—The Watson Higgins Mfg Co. has purchased the site of the elvtr. of the Sparta Mfg. Co., that burned recently, and will build a 10,000-bu. elvtr., a feed mill and a warehouse with 5,100 sq. ft. of floor space.

Detroit, Mich.—The new elvtr. and mill of the Commercial Mfg. Co. will give it one of the largest plants in the central states. An additional advantage is the dock privilege that will permit it to unload grain from boats.

Bay City, Mich.—The mechanical efficiency of the bean elvtr. of Earl Thorne is being improved and enlarged and the working force will be increased from 75 to 100. This is one of the largest bean buying houses in the state.—F.

Harbor Beach, Mich.—The Producers Elvtr. Co. has installed a new bean machine and a gasoline engine in the elvtr. purchased from P. Binkle and now operates its bean pickers, cleaners and chop feed mill at the same time.

The Michigan state corn show will open in the normal school buildings at Kalamazoo, Jan. 29, under the auspices of the Michigan Corn Improvement Ass'n. Pres. Charles Sudborough and Sec'y-Treas. L. J. Bradley have arranged for fine exhibits.—F.

Mason, Mich.—William F. Near, who built an elvtr. and mill here and was engaged in other business enterprises, died recently, aged almost 92 yet he had seen but 21 birthdays. He is survived by a son, W. L. Near of Jackson, and four daughters.

Bad Axe, Mich.—The Bad Axe Grain Co. that recently re-organized with a capital stock of \$100,000, has installed an up-to-date bean-drying plant at its elvtr. here, equipped with the Hess Ideal Drier. It operates elvtrs. at five other points in Michigan. Wm. H. Orr is pres.; Wm. J. Orr, sec'y, and Fred W. Kinde, treas. and mgr.—F.

Chesaning, Mich.—The grain and bean elvtr. of Stuart & Perrot burned to the ground in the night of Jan. 11; loss, \$15,000, well insured. The fire was first discovered in the engine room and was almost extinguished when it broke out afresh and was followed by several explosions. The firemen had much difficulty with frozen hydrants. The only thing saved was 100 packages of clover seed. The elvtr. belonged to Charles E. Stuart and Edward E. Perrot. It was built ten years ago and extensively remodeled last year. Mr. Perrot said it would likely be rebuilt.

Uby, Mich.—The Wallace Co. has overhauled its plant at this point and installed two bean pickers.

Of vital interest to grain dealers is the campaign now being waged in Michigan for good roads. Some dealers believe that within a few years Michigan will be the foremost state in the union in the matter of good roads. This affects grain dealers in that it insures delivery of more grain to elvtrs. and in other ways will increase business. To date 850 miles of roads have been built thru the state reward system.—F.

Dorr, Mich.—Harold Bowman of Taylor & Bowman, who recently purchased the elvtr. and feed mill of M. F. Gray, was so severely burned Jan. 6, while trying to thaw frozen pipes, that he died four days later. He poured gasoline on the pipes and set it afire. The can of gasoline he had placed near by immediately exploded and Mr. Bowman, all ablaze, rushed thru the mill and out the front door where he met a man coming in, who rolled him in the snow to quench the fire. His clothing had fallen from him by the time he reached the door. The plant was saved by the crew of a train that had just pulled in. They used water from the engine to extinguish the flames. Mr. Bowman was unmarried. His body was taken to Plainwell for interment.

## MINNESOTA.

Trail sta., Gully p. o., Minn.—Farmers have organized an elvtr. company.

Ruskin, Minn.—De Wald & Walters are installing a new engine in their elvtr.

Biscay, Minn.—C. Steinkopf and John Nelson of Buffalo Lake have bot the house here of the Reliance Elvtr. Co.

Grasston, Minn.—The grain and potato warehouse of John Runquist recently burned with a loss of \$8,500, partially covered by insurance.

Elmore, Minn.—The recently organized mill company is planning to build an elvtr. here this year and deal in grain in connection with its mill business.

Lansing, Minn.—At a recent meeting farmers voted unanimously to build an elvtr. Joseph Reinartz, John Pollock and Wm. Cummings are among those interested.

Houston, Minn.—Anton Forsyth is pres.; John A. Johnson, treas. and John J. Sliter, sec'y of the recently organized farmers' elvtr. company which will build in the spring.

Northrop, Minn.—John Krunzholz has resigned as agt. for the Wohlheter Elvtr. Co. and Wm. Graplar is looking after the business until another buyer can be obtained.—A. C. Becker.

St. Paul, Minn.—A fire that started in the basement of the 3-story building occupied by Jameson, Hevener & Griggs, in the night of Jan. 7, caused a loss of about \$1,000 before extinguished.

Glencoe, Minn.—The recently organized Farmers Elvtr., Live Stock & Produce Co. has bot the elvtr. and coal sheds of the Exchange Grain Co. for \$6,000 and has appointed John Marsh mgr.

Willmar, Minn.—We have incorporated the Campbell-Hodgson Grain Co. to deal in wholesale and retail grain, feed, flour and coal, and have bot the elvtr. of the Duluth Elvtr. Co.—L. F. Hodgson.

Lester Prairie, Minn.—The Farmers Co-op. Elvtr. Co. of Lester Prairie has been organized to buy or build a house as soon as possible. Wm. Machemehl is pres.; Clement Otto, sec'y; Oscar Burtman, treas.

Skyberg, Minn.—I quit the grain business at this point last April. Rudolph Emerson now owns and operates that elvtr., transfer was made Jan. 1.—Floyd W. Shepard, Kenyon, Minn., former mgr. for David Fuller at Skyberg.

Madison Lake, Minn.—John Puetz, mgr. of a local elvtr., narrowly escaped death recently when caught by the belt and dragged to the shafting. Both bones of his right arm were broken, his fingers crushed and his face injured.

Ulen, Minn.—Ole Skalet has bot the elvtr. of the Great Western Elvtr. Co. and will operate it in connection with the local mill.

Melrose, Minn.—The house of the Monarch Elvtr. Co. burned early in the morning of Jan. 5; loss total. It was an old building that cost \$8,000 when erected. It had not been operated for the last two years but had been used for storing machinery.

Bluffton, Minn.—The Bluffton Grain Co. began business here Jan. 1. It bot the house of the Consolidated Elvtr. Co., which it will remodel and install some new machinery. It will do a general business in grain, grass seed, hay and potatoes. Paul Harnkens is pres.; N. C. Breuer, vice pres. and I am sec'y and mgr.—R. M. Stuntebeck.

At the state corn show at Owatonna, Minn., Nate Whitney of Albert Lea won the sweepstake prize of \$250 worth of machinery for corn and sold his ten ears to Senator Thomas Cashman of Owatonna for \$62.50. Frank Stifter of Cokato won the first prize for winter wheat and J. W. Beckman of Cokato carried off the first prizes for spring wheat, white oats and yellow oats.

Red Wing, Minn.—John M. Danielson, pioneer grain merchant, died of cancer, Jan. 13. He retired from active business last August. His health failed steadily thereafter. He was born in Sweden. When barely 21 he came to this country and located in Red Wing in 1864. A few years afterward he began buying grain and was a member of the grain firm of Stevens & Danielson in the eighties. Following Mr. Stevens' death in 1890 Mr. Danielson conducted the business alone until 1896 when he admitted his son, J. E. Danielson, to partnership under the firm name of J. M. Danielson & Co. He was a likeable man and made many warm friends. He is survived by his widow, four daughters and four sons, E. T. Danielson of Enderlin, N. D.; H. R. of Newport, Wash.; and J. E. and C. E. Danielson of Red Wing.

The fifth annual convention of the Minnesota Farmers Co-op. Elvtr. Ass'ns was held in Mankato, Jan. 11-12. L. A. Smith of Truman was elected pres. and I. L. Demaray of Pipestone, sec'y for the ensuing year. Pres. Smith reported 270 co-op. elvtr. companies in the state with only about 70 belonging to the ass'n. The annual dues were increased from \$10 to \$20 and a resolution passed to employ a sec'y to devote his entire time to the work of the ass'n. George M. Palmer of Mankato, of the Hubbard & Palmer Co., discussed "Good Seed and Good Roads" and told of his work of improving seed wheat with the result of getting two to eight bus. more per acre of better wheat. T. O. Distad of Hayfield was elected chairman of the managers' meeting which was well attended.

## MINNEAPOLIS LETTER.

"Larry" Kennedy, formerly with the Kemper Grain Co. of Kansas City, now represents the Huhn Elvtr. Co. of Minneapolis.

Walter Thexton, one of the best known cash grain salesmen on the floor of the Chamber of Commerce, has opened a grain commission office in the old Chamber of Commerce Bldg., under the name of Walter Thexton & Co.

Action of the Canadian railroads in granting a rate of 18c on wheat from northwestern points to Minneapolis and Duluth has revived millers' interest in grinding wheat in bond but no settled plans have been formed as the quality of this wheat is reported poor.

Ingvold Olson, an employee of the Banner Grain Co., was smothered Jan. 17 in a flax bin at Elvtr. D. While trundling a load of flaxseed to the hopper he fell head first into it and was drawn into the bin below, where sliding grain quickly covered him and prevented his fellow workers from rescuing him. Half an hour later his body was removed, dead. He was 28 years old and unmarried.



## MISSOURI.

Kenoma, Mo.—J. R. Harris is building an elvtr. here.—J. W. Moran, Moran Mlg. Co.

Rockport, Mo.—The Christian Bros. Mercantile Co. is building an elvtr. at this station.

Lamar, Mo.—We are building an elvtr. at this station and also at Boston, Mo.—J. W. Moran, Moran Mlg. Co.

St. Joseph, Mo.—The Excello Feed Co. will add a warehouse having a capacity of 100 car loads of feed to its factory.

Ozark, Mo.—The elvtr. of P. W. Cave, containing a quantity of flour and feed, was recently burned, causing a loss of \$6,000, partially covered by insurance.

Brookfield, Mo.—I am now managing a line of grain houses in this territory for O. A. Talbott & Co. of Keokuk, Ia.—C. B. Talbott.

Columbia, Mo.—The awards in the Missouri state corn show in which 9,000 ears were entered were placed Jan. 9. The grand championship for ten ears of any variety was won by R. E. Powell of Palmyra, which entitled him to the \$200 loving cup donated by the state board. Harvey Jordan of Shelby, won the cup for the best ten ears in the boys' corn growing contest and the loving cup for the best single ear of Ried's yellow corn was given to H. R. Scott of Tarkio, exhibitor of the grand champion single ear.

## KANSAS CITY LETTER.

Hoebel Grain Co., incorporated; capital stock, \$20,000; incorporators, Louis Hoebel, Fred W. Hoebel and Edwin C. Hoebel.

Pres. Geo. H. Davis of the Board of Trade has appointed the following standing comites for 1912: Appeals, F. G. Crowell, A. R. Peirson, M. H. McNeill, J. A. McLiney and C. W. Lawless; Building, H. J. Diffebaugh, C. P. Moss, A. J. Poor, L. A. Fuller and W. A. Croysdale; Transportation, C. W. Lonsdale, T. J. Brodnax, G. I. Kimball, F. C. Vincent and Mason Gregg.

The newly elected officers of the Board of Trade, followed the custom of serving refreshments to their friends and fellow members, in the directors' room, Jan. 6. A colored orchestra, furnishing the music, was after the luncheon, taken on to the floor of the exchange by a crowd of hilarious members who compelled their fellow members to dance to the music or pay a 25c fine.

That the Board of Trade may expel a member for cause after a hearing, was decided Jan. 13, by Judge O. A. Lucas of the circuit court in the case of G. Clinton Adams, who was expelled early in 1910. He obtained an injunction against the Board, under which he continued to do business until the final hearing of the case. He contended that he had been tried without regard to the by-laws of the Board of Trade but Judge Lucas held that the hearing was properly conducted and decided for the defendants.

## ST. LOUIS LETTER.

Ewing Hill, a former member of the Merchants Exchange, who entered the grain trade in this city in 1865, died Jan. 7.

Applications for membership in the Merchants Exchange have been made by Phil. L. Zimmermann and Chas. G. Weider.

The main door of the Merchants Exchange hall will be left open hereafter until 1:45 p. m., instead of 1:30 p. m., for the benefit of members.

Bert J. Rogers, formerly with the Chris. Sharpe Commission Co., became grain salesman for the Goffe & Carkner Co., Jan. 2. He is well known to the trade.

John Dower, supervisor of the department of weights of the Merchants Exchange, reports that there were received at St. Louis during December 161 cars with leaking grain doors, 27 leaking over grain doors, 1,088 with leaking boxes, 69 with leaking end windows, 826 cars not sealed, 84 cars with end windows not sealed and 37 with window wide open.

At the annual meeting of the St. Louis Grain Dealers Clearing House Ass'n the following directors were elected: N. L. Moffitt, H. W. Daub, J. O. Ballard, Marshall Hall, and Fred W. Seele. Sec'y J. O. Ballard reported a successful year.

The statement of the amount of the capital stock of the newly incorporated Graham & Martin Grain Co., as given in these columns Jan. 10, was incorrect, the amount being \$15,000. The incorporators are Geo. L. Graham, Thos. K. Martin and Geo. Batz.

The new traffic comite of the Merchants Exchange will not appoint a traffic mgr. to succeed J. C. Lincoln, whose resignation becomes effective Feb. 1, for some time yet. Among those mentioned for the position are G. McD. Adams, Edward S. Gubernator, John R. Peachy, Walter H. Wylie and Chas. H. Rodehaver.

The Ralston Purina Co. will soon have its new 1,000-bu. per hour Ellis Drier in operation. It is being constructed entirely of steel and will have a Richardson Automatic Scale over the drier and under the cooler. It will be driven by a 100-h. p. General Electric Motor. It will be equipped with 3 No. 10 Sirocco Blowers.

The directors of the Merchants Exchange at a meeting Jan. 16, appropriated \$6,000 for the purchase and cancellation of certificates of memberships, in the sum of \$150.00 each, of any member of the Exchange who shall have been a member for a period of not less than 60 days, and who shall be in good standing, and not in arrears, (Dues for 1912 paid) under the rules and regulations of the Exchange.

Pres. Bernet has announced the following standing comites of the Merchants Exchange for the year 1912: Membership, J. L. Messmore, chairman; Charles F. Beardsley, F. S. Chamberlain and Nat. L. Moffitt. Traffic bureau, board of managers, Marshall Hall, chairman; Aderton Samuel, vice chairman; C. F. Beardsley, Maxwell Kennedy, Geo. F. Powell, T. K. Martin, John C. Bullard, C. F. Sparks, C. H. Langenberg, F. M. Hanson, A. E. Bernet and George Harsh. Department of weights, R. F. Annan, Jr., chairman; Henry C. Schultz, vice chairman; John Dower, supervisor; John L. Wright, Chris. Hilke, William Koechig, George C. Martin, Jr., F. L. Wallace and J. P. Berger. Grain, Aderton Samuel, chairman; Roger P. Annan, Sr., vice chairman; Gilbert Sears, J. S. McClellan, Samuel Plant, F. W. Seele and H. C. Andrews. Barley, Otto L. Teichmann, chairman; Fred C. Orthwein, vice chairman; C. Marquard, Forster, F. W. Feurbacher, August A. Busch and Edwin A. Lemp. Special comite of appeals, H. G. Craft, chairman; Charles L. Niemeier, Cary H. Bacon, Andrew Baur, T. B. Francis, E. W. Lansing and E. F. Catlin.

A petition was circulated on the Merchants Exchange Jan. 15, asking the board of directors to make an appeal to the Interstate Commerce Commission to investigate the advance in telephone rates which the Bell Telephone Co. has ordered in St. Louis, effective Feb. 1, with a view of having the new rates outlawed as extortionate and unfair. The petition states that the signers had been advised by competent authority that the Bell Co., as a common carrier, engaged in interstate business, is subject to the jurisdiction of the Commerce Commission in the matter of rates. The directors at a meeting Jan. 16, committed the Exchange to the policy asked in the petition and Marshall Hall, chairman of the Traffic Bureau, immediately wired J. C. Lincoln, traffic commissioner of the Exchange who is now in Washington, to act in accordance with the board's views and file a complaint against the Bell Co. before the Commerce Commission. The board then instructed Pres. Bernet not to sign new yearly contracts with the Bell Co. at the proposed advance, but simply from month to month, and only for such telephones as are absolutely needed on the exchange floor. Mr. Bernet was further authorized to install Kinloch telephones in place of the Bell instruments removed, and to replace all Bell fones with Kinlochs where possible.

Members of the Merchants Exchange subscribe \$1,810 Jan. 12, and \$100 raised on the floor Jan. 13, for the poor. It is expected that subscriptions will reach \$2,000.

Eugene Smith, former ass't sec'y of the Merchants Exchange was unanimously elected sec'y Jan. 9, at a meeting of the new directory of the Exchange. This office also carries the duties of treasurer.

James P. Alexander, at one time a member of the Merchants Exchange, died at his home in Shiloh, Ill., Jan. 13. About twenty years ago Mr. Alexander, then a grain operator on the Exchange, lost a large sum in an attempt to corner the wheat market.

The directors of the Merchants Exchange have changed the transfer fee of memberships in the Exchange from \$100 to \$25. This reduction is expected to increase the selling value of memberships, which heretofore has been nominal. The Exchange will also redeem certificates of deceased members in the sum of \$150.

## MONTANA.

Townsend, Mont.—I have had a lease on the elvtr. here since Aug. 1, but still operate under the old name of the Broadwater Elvtr. Co.—A. W. Finch.

Harlowton, Mont.—The Montana Roller Mills Co. will build a large elvtr. in connection with its mill, as the two steel tanks now in use do not give it the needed capacity for storing grain.

Logan, Mont.—We need a grain elvtr. very badly in Logan and the railroads would be willing to assist, and I think that the hearty co-operation of nearly all the business men of this vicinity could be secured in helping to build a 40,000 or 50,000-bu. elvtr. Toston is also an excellent site for a grain elvtr. The man who takes the opportunity of going into these points and putting in an elvtr. in the near future will certainly be making a wise business move, as the grain business is being rapidly developed through this section of country. The people of this vicinity are still using grain bags, and I think it is a custom that we should try and do away with. We have had very fine crops through this section.—W. E. Crowley, sec'y Logan Land Co.

## NEBRASKA.

Aurora, Neb.—The Aurora Elvtr. Co., incorporated; capital stock, \$25,000.

Pawnee City, Neb.—Will S. Potts has bot the elvtr. of Schenck & Johnston.

Walthill, Neb.—D. A. Aitken has bot and taken possession of the elvtr. of H. D. Clark.

Julian, Neb.—I am contemplating the installation of a feed grinder in my elvtr.—L. W. Sage.

Cadams, Neb.—I am now agt. for the Nye Schneider Fowler Co. at this station.—E. O. Newell.

Cornlea, Neb.—I have succeeded Dominic Roufs as agt. for the Crowell Lbr. & Grain Co.—Louie Schmitt.

Elmwood, Neb.—We have acquired the elvtr. of Wm. Sharp and have succeeded him.—A. I. Bast & Co.

Helvey, Neb.—The Lincoln Grain Co. is installing a Witte Gasoline Engine in its elvtr.—C. W. Samms, agt.

Fairfield, Neb.—The Clay County Grain Co. has installed a 1,000 bu. automatic scale.—A. E. Hockman, mgr.

Union, Neb.—Wm. Mueller of Elmwood, took charge Jan. 8 of his elvtr. recently purchased from W. B. Banning.

Thurston, Neb.—The Farmers Grain Co. of Omaha recently bot the 40,000 bus. elvtr. of the Saunders-Westrand Co. and opened it Jan. 22, making the sixth branch elvtr. of the company.

Edison, Neb.—The elvtrs. of Rankin Bros. and Endelman & Stockham are closed. I am now mgr. of the Farmers Co-operative Grain Ass'n.—J. A. French, former agt. Endelman & Stockham.



Lindsay, Neb.—Dominic Roufs, formerly agt. for the Crowell Lbr. & Grain Co. at Cornlea, is now agt. for the same company at this station.—Louie Schmitt.

Bee, Neb.—At the annual meeting of the Bee Elvtr. Co., Jan. 9, the following officers were elected: Frank Tomandl, pres.; J. J. Pelan, vice pres.; B. R. Colman, treas.; Jos. Cink, sec'y and mgr.

Cushing, Neb.—L. Kennedy has succeeded W. H. Seely as our mgr. Last September we bot the coal and lumber business of S. A. Foster and now handle grain, coal and lumber.—T. B. Hord Grain Co.

Nora, Neb.—I resigned my position as agt. for the Nye Schneider Fowler Co. Sept. 1, and am now in the general merchandise business at Stanton. Grant Sanburg succeeded me as agt.—E. P. Titus, Stanton, Neb.

Ogallala, Neb.—I have been local mgr. for the Trans-Mississippi Grain Co. at this station for the past two years, but have now leased its elvtr. and am conducting a general grain, flour, hay and feed business.—A. H. Aufdengarten.

Reynolds, Neb.—Frank E. Warren, whose elvtr. was destroyed by lightning last spring, has spent the winter in Los Angeles, Cal. and has given up the grain business for the present. His elvtr. was rebuilt by Gregory Bros. who have a good house of about 15,000 bus. capacity.—Geo. S. Warren.

Hildreth, Neb.—The following officers were elected at the annual meeting of the stockholders of the Farmers Grain & Supply Co., Jan. 8: Ed. Pollman, pres.; J. R. Seckman, vice pres.; John Fuerst, Jr., sec'y, and W. C. Boldt, treas. The company being well satisfied with the new mgr. appointed six months ago, re-elected him.—Dick Reil, mgr.

Wood River, Neb.—I have sold my interest in the elvtr. to some of the minority stockholders who will do business under the name of the Central Nebraska Elvtr. Co. with E. L. Thelen continuing as mgr.—Geo. A. Conrad, pres. Conrad Grain & Elvtr. Co. Officers of the new company are: H. D. Trout, pres.; F. W. Ashton, vice pres.; H. S. Eaton, treas., and E. L. Thelen, sec'y and mgr.

Fairbury, Neb.—The mill building of the Fairbury Mill & Elvtr. Co. burned early in the morning of Jan. 12, causing a loss of \$20,000, partially covered by \$17,000 insurance. Four large grain tanks containing 40,000 bus. of wheat were not burned but it is feared that the grain may be badly damaged. The company was organized Oct. 16, 1911 and the officers elected were: J. B. McDowell, pres.; A. M. Berry, vice pres.; Edward Mohrbather, sec'y and treas.; W. E. Lea, mgr. Work of rebuilding on a larger scale will be commenced immediately.

## OMAHA LETTER.

The Farmers Grain & Live Stock State Ass'n of Nebr. opened its annual convention, Jan. 10, in conjunction with the Farmers Congress and the Nebraska Rural Life Commission, Pres. O. G. Smith presiding. Statistics on the subject of co-operation were given by M. R. Meyers of Chicago, and at the close of the meeting a joint resolution comite was elected, consisting of J. S. Canaday, Frank G. Odell, Andrew Young, Jr., F. M. Westcott, E. H. Smith, W. H. Campbell, J. D. Ream and G. E. Condra. The business session of the ass'n was held Jan. 11, when the report of Treas. J. S. Canaday was read, showing receipts during the year of \$682.76 and expenditures of \$580.35, leaving a balance on hand of \$102.41. The payment of \$50.00 to one of the local ass'ns over a law suit was one of the items in the report, having been paid the ass'n at Hadar, Neb., in prosecuting its suit against the Nye-Schneider-Fowler Co. on the charge of violating the anti-discrimination law. When this case was won by the Nye-Schneider-Fowler Co., a similar suit brot by the ass'n at Shelton, Neb., was dropped. The election of officers resulted in J. S. Canaday, Minden, pres.; E. P. Hubbard, Juniata, vice pres.; J. W. Shorthill, Hampton, sec'y-

treas.; C. J. Peterson, Tekamah, and G. F. Briggs, Cook, directors. The meeting closed with the selection of Omaha for the next convention. In the evening Sec'y Manchester of the Omaha Grain Exchange addressed the members on "What Omaha is doing and will do for farmers as a grain exchange," stating that Omaha wants Nebraska grain and that every facility for rapid and profitable handling of all grain received, will be given by the Exchange. Owing to the severe cold the meeting was cut down to three days, instead of the four scheduled, and adjourned Friday evening.

In discussing the condition of Nebraska seed corn and the need of united effort to secure good seed for the future crop, Prof. Pugsley, of the agriculture extension dept. of the state university, at a luncheon of the Commercial Club, Jan. 6, said that the seed corn situation in Nebraska was the worst in years, due to the lack of moisture which caused the corn growth to stop in the middle of the summer and rains in late July and early August that started it again. This was responsible for late maturity of the corn and when the hard freeze came early in November the corn was still full of moisture and the germ was killed. He stated that tests at Chadron, Neb. showed about 40 per cent of the corn good for seed; at Farnam, 10 per cent. At Upland less than 10 per cent of the corn tested showed strong sprouts, while 50 per cent of it was entirely dead. At Central City, Genoa, Fremont, Beatrice and Virginia, the tests showed a low percentage of good corn. Mr. Pugsley thinks that tests now being made at Papillion will show 50 to 60 per cent of good corn.

## NEW ENGLAND.

Enfield Center, N. H.—Harry Bailey has bot the grain business and mill of F. S. Gordon.

Waltham, Mass.—Wm. L. Kilfoy, an employee of the Pope Grain Co. for 32 years, died Jan. 3, of pneumonia.

Hollis Center, Me.—Brice Bradbury and Wilbur Brown have bot the business of the Hollis Center Grain Co.

Boston, Mass.—Application for membership in the Chamber of Commerce has been made by Royal C. Taft.

Lowell, Mass.—The J. B. Cover & Co. is building a three story elvtr. in such a manner that two more stories can be added as needed.

Malden, Mass.—J. Harris Cressy, member of the Boston Chamber of Commerce and for many years active in the grain and hay business in the city, died suddenly Jan. 7, from the effects of a shock. Mr. Cressy was 74 years old and retired from active business three years ago. He is survived by a son and a daughter.

Boston, Mass.—Owing to the size of the recently consolidated Chamber of Commerce and the great variety of interests represented, the grain, flour, feed and hay men are endeavoring to form an auxiliary ass'n within the Chamber for the purpose of dealing with their special interests and affairs, a provision in the by-laws giving them authority to do so.

Hartford, Conn.—A judgment of \$66.04 was given to Garber Bros. against H. Desrosiers, a grain dealer of Montreal, Can. The plaintiffs alleged that they bot and paid for one kind of grain and were shipped an inferior grade, the above amount being the difference in the price of the grain. Desrosiers did not contest the suit and money owed him was attached to secure the judgment.

Brockton, Mass.—Elmer C. Packard, member of the Boston Chamber of Commerce, also of the Brockton Chamber of Commerce, died Jan. 8, after a lingering illness. Mr. Packard had been in the grain business in this city for the last 30 years, succeeding his father, Ellis Packard, at his death. He is survived by his wife and two sons, Nathan E. and Emerson H. Packard, the latter being associated with him in the business.

Charlton, Mass.—It is not a fact as reported that we have bot the grain and coal business of Carlos Bond. As we understand the matter the Bond Grain Co. has succeeded to Mr. Bond's personal business.—J. B. Garland & Son.

## NEW YORK.

Hornell, N. Y.—M. F. Smith & Son Co., incorporated, to deal in grain; capital stock, \$20,000.

Elmira, N. Y.—The Chase-Hibbard Milling Co. will erect a 6,000 bu. elvtr. and a buckwheat mill.

Richfield Springs, N. Y.—T. R. Parker, formerly traveling representative for the Empire Grain & Elvtr. Co. of Binghamton, has bot the flour and feed business of H. S. Chase.

Mechanicsville, N. Y.—A deputy grain inspector was stationed here Jan. 8, by the grain comite of the Boston Chamber of Commerce, to inspect grain routed thru and held at this station.

New York, N. Y.—In accordance with the recommendations of the Grain Dealers National Ass'n, the New York Produce Exchange, thru its grain committee, has instructed its inspection department to issue inspection and weight certificates as separate documents, and this order became operative on Jan. 1.

New York, N. Y.—The oats trade dinner held at the Waldorf Jan. 13, was well attended and was a decided success. Pres. Carhart, of the Produce Exchange, E. Pfarrius and A. Montgomery were the speakers. The latter in his address, "Affairs Pertaining to the Exchange and How to Increase and Develop Business on the Exchange," advocated the consolidation of the Produce Exchange with other commercial bodies in the city, including the Consolidated Stock Exchange.

## BUFFALO LETTER.

The Corn Exchange presented Sec'y Frederick E. Pond and his bride, who was Miss Alfreda M. Knorr, with \$200 in gold as a wedding gift. The wedding occurred Jan. 18.

Mrs. Ida Pfeiffer, who recently sued the Iron Elvtr. & Transfer Co. for damages for the death of her husband, who was killed by being sucked into a grain spout of the elvtr., was awarded judgment for \$5,000.

The report of Junius S. Smith, lake weighmaster of the Buffalo Corn Exchange, shows 80,643,068 bus. of grain weighed under his supervision this season, with an average shortage of 17 lbs. per 1,000 bus. The shortage has decreased steadily since 1872, when he reported the average shortage as 61 lbs. per 1,000 bus.

In reference to the action which has been instituted by Richard S. Patterson against the Corn Exchange of Buffalo, the facts are these: In 1907 there was a controversy between Mr. Patterson and a member of this Exchange. The matter was referred to the customary committee of the Exchange in accordance with the provisions of its by-laws, which are substantially the same as those of all grain exchanges and grain dealers Ass'ns in this country. The matter was thoroly investigated by the committee and decision was rendered adverse to Mr. Patterson, who was notified of such decision in Oct., 1907, more than four years ago. The Corn Exchange of Buffalo is prepared to justify its action in the premises and confidently expects when the facts have been established upon trial of the action that the judicial determination of the controversy will be in its favor.—F. E. Pond, Sec'y.

## NORTH DAKOTA.

Grace City, N. D.—The American Equity Society of N. D. will build an elvtr. here in the spring.

Prosper, no p. o., N. D.—J. V. Brainerd, A. Monson and Elmer Hager, all of Harwood, N. D., have organized the Equity Elvtr. & Trading Co. at this station



Belfield, N. D.—The elvtr. of the Minn. & Western Grain Co. has been closed. R. A. Ziebarth, agt., Occident Elvtr. Co.

Beach, N. D.—The Golden Valley Farmers Co-operative Co. has succeeded the Farmers Elvtr. & Stock Co. and has eight elvtrs. in operation.

Langdon, N. D.—The elvtr. of the Car-gill Elvtr. Co., containing 60,000 bus. of grain, was burned at 2:30 a. m., Jan. 15. The total loss above the salvage will be \$40,000.

Fargo, N. D.—McCulloch Co., incorporated, to deal in grain, fuel and building materials; capital stock, \$5,000; incorporators, Clarence S. McCulloch, W. Rud and E. D. Platt.

Bowbells, N. D.—The Bowbells Farmers Co-operative Grain Co. made an assessment on all its members last fall, and at a recent meeting decided not to go on with business until all arrearages were paid up.

Bowbells, N. D.—Our company has not started yet on account of our inability to raise capital because of poor crops. We still hold our charter.—J. E. Emerson, sec'y Farmers Co-operative Grain & Trading Co.

Binford, N. D.—Fire was discovered in the pit of the elvtr. of the Acme Grain Co., Jan. 3, by Mgr. Nelson and Agt. Retzlaff, who were weighing out the grain in the elvtr. preparatory to closing it for the winter. The flames did little damage and were extinguished without trouble.

Dickinson, N. D.—Farmers of Stark Co. have made application to the board of commissioners for the purchase of 35,000 bus. of wheat and 17,500 bus. of oats for seed grain for the spring planting, the purchases to be made under the state seed law, which grants counties the right to bond for the seed purchase, taking mortgages on the crops produced from the seed furnished. The cost of the seed will be about \$45,000.

Beach, N. D.—The 100,000 bu. elvtr. of the Russell-Miller Mfg. Co. was gutted by fire at noon, Jan. 4. The floors and walls of the building are of solid concrete and brick and the loss, amounting to about \$8,000, consisted of the timber used in putting up the shafting, machinery and 800 bus. of grain in the pit. Fireproof walls saved 80,000 bus. of grain in the tanks. The fire caught from a spark from a stove at the elvtr. legs, which being full of dust, gave the flames additional headway.

## OHIO.

Scipio Siding, O.—Geo. Capell has bot the elvtr. of Sherman Beeghly.

Sullivan, O.—Geo. K. Atyeo, who recently sold his elvtr. at Plymouth, has bot an elvtr. here.

Haviland, O.—S. A. Poole is now mgr. of the Haviland Grain & Hay Co., succeeding C. W. Mahan.

Lake View, O.—H. E. Kerr of Lima and Chas. Haines of East Liberty are scooping here.—J. W. Schultz, mgr. Lake View Elvtr. Co.

Cleveland, O.—The recently organized Hay & Grain Receivers Ass'n has changed its name and will hereafter be known as the Hay & Grain Exchange.

Lima, O.—We expect to have a rousing, big meeting of the Hay & Grain Producers & Shippers Ass'n of N. W. Ohio, Friday, Feb. 9, in Lima.—Thos. P. Riddle, sec'y.

Rising Sun, O.—A farmers elvtr. company is being urged by farmers in this vicinity who fear that the capacity of the elvtr., being built by J. L. Rouse, is not large enough for the supply.

Unionville, O.—We have just completed a 5,000-bu. elvtr. and feed mill and now have a storage capacity of 8,000 bus. This is a good buckwheat section; buckwheat, wheat and oats main crops.—Unionville Mfg. Co.

Greenfield, O.—The Greenfield Hay & Grain Co., incorporated to deal in grain, hay, feeds, salt, lime, coal, etc.; capital stock, \$25,000; incorporators, J. A. Harps, J. E. Iseman, C. H. Lair, W. J. Drake and I. N. Lair.

Cleveland, O.—The Kelly Co. has installed a King Buckhorn Machine, purchased from J. M. King & Son.

Milton Centre, O.—The Garrison Grain Co. of North Grove, Ind., has bot the elvtr. of Baldwin & Dirk and will take possession Feb. 1.

Urbana, O.—We are the successors in the grain business here of W. A. Nutt, deceased, the writer having been connected with Mr. Nutt for a number of years prior to his death.—A. Hagenbuch, of Yocum & Hagenbuch.

Cleveland, O.—The Nickle Plate Elvtr. Co., incorporated to deal in grain, coal and builders supplies; capital stock, \$80,000; incorporators, F. C. Friend, Chas. Kovanda, A. M. Freund, J. G. Reyant and I. O. Greenfield.

Columbus, O.—The Southern Grain & Hay Co., composed of C. E. Newton and J. F. Price, has just been dissolved, Mr. Newton retiring. Mr. Price has gone into partnership with Jonathan Orr and the business will be continued under the name of the Southern Grain & Coal Co.

Dayton, O.—Geo. W. Gardner, member of the firm of Otis, Brownell & Co., grain dealers, died Dec. 18. In 1861 Mr. Gardner helped to build the Union Grain Elvtr. at Cleveland, O., and was at one time mayor of that city. He had retired from active business at the time of his death.

Cleveland, O.—A. G. Oatman and J. G. Montfort have organized the Oatman & Montfort Co. and have opened an office in the Columbia Bldg. to deal in grain, hay, mill-feed and produce in car lots. They were formerly with the Sheets Bros. Elvtr. Co. for three and five years, respectively.

Sidney, O.—Fred J. Russell, John M. Blake and Mrs. Sayer, a sister of Mr. Russell, bot the elvtr. and mill of the Sidney Grain & Mfg. Co., Jan. 15, from E. C. Nutt, administrator of the estate of Cap. E. E. Nutt, recently deceased. Possession was given Jan. 22. This elvtr. has been in operation for over 50 years.

Cyngnet, O.—A \$15,000 plant consisting of an elvtr., feed mill, flour exchange, coal yards, large hay sheds and lumber yards is to be built by Wm. R. Tabbert, gen. mgr. of the Ottawa County Co-op. Co. of Rocky Ridge, H. Lily who has been in the elvtr. and hay business for 25 years, H. C. Schroeder an experienced coal and lumber dealer and Lewis Pierson, a wealthy retired elvtr. man. A large tract of land has been bot and work will be started at an early date.

## CINNINNATI LETTER.

"Sulphurized" oats have been so designated by Inspector Munson, beginning Jan. 2, when oats had been found "purified" by sulphur.

The grain men of the Chamber of Commerce at the invitation of Thos. C. Powell, vice-pres. of the C. N. O. & T. P. R. R., are planning a "Grain Trade" excursion in the spring to the South, in an effort to develop a bigger trade with the South which receives a large part of the grain shipments from this market. Sec'y Culkins has pledged his aid and other business organizations will be asked to participate.

Members of the grain trade at a recent meeting, decided to appoint a comite to make arrangements for a yard where cars could be held without demurrage charges, or for facilities of some sort which will permit the grain trade to go on, if it is found necessary to demolish the Big Four elvtrs to build the new terminal for the Union depot, as the city would then have a total elvtr. capacity of only 40,000 bus.

The following notice was recently placed before the grain trade by Wm. C. Culkins, sup't of the Chamber of Commerce: A number of inquiries having been made relative to the construction of the newly-adopted rules providing for auction sales of consignments to be taken to account by the consignee, a ruling is hereby made that, in all such cases the consignee shall not make returns for more nor less than the highest bid at auction and the report on the sale book of 'Change must show an actual transaction.

The regular ticket of the Chamber of Commerce was elected without opposition, at the annual election Jan. 10, the following nominees being voted into office: Walter A. Draper, pres., Geo. H. Lewis, vice-pres., Jos. L. Roth, treas., Edward A. Fitzgerald, sec'y, John A. Goyert, August Janszen, Chas. J. Menges, C. E. Nippert and Chas. E. Tudor were elected directors for two years. The vice-pres. holding over from the past year is Henry Cellarius and the directors who will hold office for another year are Henry F. Lackman, Geo. Keller, Chas. P. Morse, Nathan Longfellow and Leo. Blum, Jr.

Two amendments of the rules of the Chamber of Commerce, adopted by the board of directors, Jan. 1, are as follows: Eliminate the third clause in Sec. 8 of Rule 3, and substitute the following: A charge of \$3 per car shall be made to those who do not uniformly have their grain, grain products and hay inspected. The fee for inspection to non-members of the Cincinnati Chamber of Commerce shall be \$3 per car, unless the inspector is advised before inspection that same is to be handled by a member of the Chamber of Commerce, and no inspection shall be made for non-members of the Cincinnati Chamber of Commerce doing business in the Cincinnati inspection district. No car lot consignments of grain or hay to be disposed of for the account of the shipper can be taken to account by the consignee, except he purchase the same when offered at auction on the floor of the chamber. Any member violating this regulation will be deemed guilty of uncommercial conduct and will be punishable as provided for by the rules of the Chamber of Commerce—W. C. Culkins, sup't.

## TOLEDO LETTER.

Mark N. Mennel was married Jan. 17, to Miss Margaret M. Layng.

E. H. Culver has been re-appointed chief grain inspector of the Produce Exchange.

The East Side Iron Elvtr. Co. will add six steel tanks of 60,000 bu. capacity each.

Pres. Frank I. King of the Produce Exchange has appointed the following standing comites for 1912: Elevators, D. Anderson, F. Mayer, Henry W. De Vore, F. O. Paddock, Henry D. Raddatz, E. L. Southworth, A. W. Boardman; Off Grades Comite, Henry W. De Vore, D. Anderson, W. R. Hadnett, O. H. Paddock, J. C. Keller; Wheat and Rye Inspection, D. Anderson, E. L. Southworth, H. W. DeVore, F. O. Paddock, J. C. Keller, Fred Mayer, C. S. Coup; Corn and Oats Inspection, F. O. Paddock, J. Wickenhiser, W. H. Haskell, H. W. DeVore, J. W. Young, W. E. Tompkins, H. W. Applegate.

At the annual election of officers of the Produce Exchange for the ensuing year, Frank I. King was elected president for the third time, succeeding David Anderson, it being a rule of the Exchange that a president cannot succeed himself. Henry D. Raddatz was elected first vice-pres., Fred Mayer, second vice-pres., A. Gassaway, sec'y, C. S. Burge, treas.; David Anderson, F. O. Paddock, H. Wallace Applegate, Edwin L. Camp, W. H. Morehouse, H. W. DeVore and Henry Goemann, directors; J. W. Young, W. H. Haskell, G. D. Woodman, W. E. Tompkins, L. A. Mennel, Kenton D. Keilholz, and C. W. Mollett, comite on arbitration; O. H. Paddock, John W. Wickenhiser, R. L. Burge, F. W. Annin, Fred King, Raymond P. Lipe, G. J. Rudd, H. R. DeVore, A. W. Boardman, G. W. Wagoner and Chas. Rockwell, comite on appeals.

## OKLAHOMA.

Hennessey, Okla.—While pumping gasoline from a large tank near the Hennessey Roller Mills, Arthur Brennan descended into the tank to steady the pump, holding it between his knees. Becoming faint from the fumes of the gasoline, he attempted to rise and fell back into the tank, from which he was rescued by Wilbur Jeffries and Rufus Starkey who were assisting him. He was unconscious when taken out and was revived with difficulty.



Woodward, Okla.—I now own the elvtr. and grain business of Cox & Townsend, having purchased my partner's share.—C. W. Cox.

Kingfisher, Okla.—I am now owner of the Kingfisher Grain & Alfalfa Mill, which has not been running since last June. I expect to start it again in about 60 days.—H. H. Schaberg.

Oklahoma City, Okla.—State aid toward securing seed grain was asked of Gov. Cruce, Jan. 10, by J. F. Jones, J. R. Ture and Cham Jones, representing the farmers of Jefferson county, which has suffered three bad crops. The governor said, however, that the state could not help them without legislative action and advised the farmers to make an effort to have the county solve the situation. The board of agriculture promised to interest seed companies in furnishing seed on long time notes. An appeal will also be made to the federal government.

Oklahoma City, Okla.—Southern and Southwestern Oklahoma have experienced a very trying year, drought and cyclones destroying all crops except cotton. This condition exists in the Frisco and Rock Island territory and the question confronting us now is how to procure seed. Delegations from these sections have been in consultation with the Governor of the State regarding assistance that is necessary and I understand that a delegation has been chosen to go to Washington to place the matter before Congress asking for help in the way of seed. With bright prospects before us, the ground well saturated with moisture, would it not be a crime to allow these people to go unaided? I believe the railroads should interest themselves in this matter as well as we and do what they can to relieve the situation in the territory which their lines traverse, at least.—C. F. Prouty, secy. Oklahoma Grain Dealers Ass'n.

## OREGON.

Portland, Ore.—Kerr, Gifford & Co. presented N. A. Leach who has been connected with the firm for the last 17 years, with a solid silver loving cup inscribed, "For Seventeen Years of Faithful and Efficient Services," on the occasion of his retirement Dec. 31, as mgr. of their grain dept. Mr. Leach has accepted the management of the Wedderburn Trading Co. at Wedderburn, Ore. He will be greatly missed by the grain trade in this city.

## PENNSYLVANIA.

Souderton, Pa.—The heirs of this estate expect to go out of the grain business.—S. D. Hunsberger, Est.

Wilkes-Barre, Pa.—We expect next month to tear down the old flour mill which was erected in 1826 and build a reinforced concrete mill on its site, which will make the fourth mill built on the same location since 1794.—Cyrus S. Weiss, sec'y Miner-Hillard Mfg. Co.

## PHILADELPHIA LETTER.

Local breweries have received about three-fourths of their total requirements for malt, and slightly over that amount of hops. Local grain dealers say that the brewers have no doubt estimated their requirements upon the basis of last year's sales, and have not taken into consideration any possible increase in the consumption of beer. For this reason they are still looking ahead for any malt or hop sales or importations of that stock.

The 1,000,000-bu. elvtr. which the Girard Point Storage Co. has planned, will be started in about three weeks. H. J. Cookman, the architect, says that it will cost \$900,000 to complete, and will be the best example of an elastic elvtr. that has been erected here. The working house and the bins will be entirely separate, thus permitting the addition of bin space at any time without the expense of adding to the working house. The elvtr. will be situated about two hundred feet from the water and grain will be loaded on vessels by means of conveyors.

W. L. Young of the Girard Point Storage Co. predicts that the deliveries of wheat for the coming months will be lighter than for some time and says that the heavy deliveries in the Northwest are misleading and should not apply to local conditions.

At a meeting of the Commercial Exchange Jan. 20, the following nominations were made: for pres., Antonio Sans, Sydney Street, and William M. Richardson; L. G. Graff was nominated, but declined the honor; vice-pres., Louis G. Graff, Adam D. Bahmer, Watson W. Walton, Barnabas Devitt, Walter K. Woolman, Emanuel H. Price, and William McAleer, Jr.; treas., Joseph W. Beatty and William J. Koch; directors, Samuel L. McKnight, Samuel F. Scattergood, Samuel B. Gilpin, F. Marion Hall, A. J. Stites, William McAleer, Jr., William J. Koch, G. P. Lemont, Barnabas Devitt, John J. Buckely, Jonn J. Felin, Walter F. Hagar, Ludwig Deetjen, George C. Shane, Sydney Street, A. D. Bahmer, George M. Richardson, S. Townsend Zook, I. S. Stover, M. F. Baringer, E. H. Price, C. T. Hanna, Frank K. Miller, James Haddock, H. D. Irwin, Jacob Bieswanger, W. P. Brazer, W. W. Walton, Karl Seiler and C. Herbert Bell. Only six directors are to be elected for a two year term and many names will probably be scratched before election day. The selection of the nominees shows clearly two distinct factions and there will be much active campaigning among the members. This is the largest list of nominees for several years. Election will be held Jan. 30.—C.

## PITTSBURGH LETTER.

W. V. Edwards has succeeded J. A. Clark as salesman for R. D. Elwood & Co.

George H. Harris, well known in the grain trade in Pittsburgh, has assumed charge of the grain department of the brokerage firm of Donar, Childs & Woods.—L.

The railroad comite of the Grain & Flour Exchange has reported favorably upon the selection of a traffic mgr. for the Exchange and the board of directors will be asked to confirm the decision and appoint the proper man for the position at an early date.

The Keystone Commercial Co. reports larger sales of its poultry feed every month. The capacity of its South Side plant is being taxed to the utmost to take care of trade in the immediate Pittsburgh district, and it is likely that additions will be made to its facilities before long.—L.

A big feature on the Pittsburgh Exchange at present is the rapidly increasing inquiry from the country. This is much larger in proportion than the calls from the city, especially for grain. In all dairy sections farmers are now feeding very heavily. In many of these counties corn last year was a bad crop and oats very light, so that the trade thruout Ohio, especially, is good for this reason. Prices are away up. The chief objection with most last year and the situation at present is the matter of too high prices and too low profits. There is not a satisfactory assurance of profitable business being done, although receipts and shipments are both large.—L.

## SOUTH DAKOTA.

Running Water, S. D.—Frank Dostal has bot the elvtr. at this station of the Burbank Elvtr. Co. of Avon.

Bridgewater, S. D.—Burglars entered the elvtr. of the Farmers Elvtr. Co. Jan. 13, and carried away a large quantity of flour.—E.

Hot Springs, S. D.—Mark Rich has been making arrangements for the erection of a factory for the National Alfalfa Products Co. in which he is deeply interested. He will build a mill for cutting alfalfa near here.—E.

Montrose, S. D.—The elvtr. of A. C. Cross containing 5,000 bus. of grain, was burned at midnight Jan. 15. The fire which originated in the office from a defective chimney or overheated stove, probably the latter, caused a loss of \$7,000, which the insurance will about cover.—E. H. Moreland, Luverne, Minn.

## Wm. H. Colvin & Co.

104 S. La Salle Street

## CHICAGO

The many restrictions on trade for so long a time preclude any inflation in grain or provisions, but would favor the belief that they have been unduly depressed, and that the markets are on a sound and substantial basis. This will apply especially to the wheat market.

Consignments of Grain and orders for future transactions solicited.

## MEMBERS

New York Stock Exchange,  
New York Coffee Exchange,  
Chicago Stock Exchange,  
Chicago Board of Trade.

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## GRAIN DEALERS JOURNAL

La Salle Street, Chicago, Ill.



Marvin, S. D.—The elvtr. of W. H. Walters has been closed for the season. I have succeeded K. H. Stohl as mgr. for the Farmers Grain & Merc. Co.—K. A. Ramsey.

White, S. D.—The elvtr. of Denhart & Alguire burned Jan. 17, fire starting in the office. This is the second house that has burned for them in the last four years, on the same foundation.—E. A. Harseim.

Mitchell, S. D.—The Farmers Co-operative Elvtr. Ass'n of South Dakota will hold its annual meeting Feb. 21-23, at the City Hall. A few of the subjects to be discussed after a short address on each are: "Storing and Hedging," Peter Johnson, Naples, S. D.; "Profit-Sharing on Bushel and Dollar," W. T. Guise, Doland, S. D.; "The Benefits of Owning More Than One Elevator," Chas. Richmond, Clark, S. D.; "The Manager," E. J. Oyan, Baltic, S. D., and "The Manager From An Officer's Viewpoint," T. R. Walker, pres. Farmers Elvtr. Co., Vermillion, S. D.

## SOUTHEAST.

Atlanta, Ga.—The property of the Brown Milling Co., formerly leased to the Western Grain Co. of Birmingham was leased Jan. 1 by local parties.

Hattiesburg, Miss.—The firm of L. C. Mays & Co. with W. E. Bobo as mgr., has succeeded Butler, Mays & Russell.—L. C. Mays, New Orleans, La.

Wheeling, W. Va.—We have moved into our new feed and hardware store and now have one of the most up-to-date stores of the kind in the state.—C. F. Braunlich & Co.

Greenville, Miss.—A movement to establish a mill and elvtr. company, capitalized at \$20,000, has been launched by W. A. Everman, C. P. Williams, Chas. Hafter, R. G. Haxton and Geo. Wheatly.

Thurmond, W. Va.—Thurmond Feed & Produce Co., incorporated to deal in grain; capital stock, \$10,000; incorporators, F. D. Drumheller, C. B. Collins and L. C. Spengler of Thurmond, W. N. Jasper of Rush Run, and J. Douglas, of Scarbro.

Birmingham, Ala.—Burglars entered the store of H. F. Yarbrough, wholesale grain and feed dealer Jan. 10, blew open the safe and took \$100 in cash, \$700 in checks and \$20,000 in notes, mortgages, deeds and insurance papers. A reward of \$250 has been offered for the return of the papers.

Birmingham, Ala.—At the annual meeting of the Grain Exchange Jan. 12, the following officers were elected: Ernest Redd, pres.; W. M. Cooper, vice-pres.; W. H. Makin, sec'y and treas. W. M. Cosby, S. W. Lee, A. D. Cecil, Edwin Wilkinson and the president compose the board of directors.

Atlanta, Ga.—We have leased a large and conveniently located warehouse from the Southern Railway, on its tracks, which we will call the "The National Warehouse." We will take possession and move our offices to the warehouse Feb. 1. We will have large storage facilities, and our rates will be reasonable.—Joseph Gregg & Son.

## TENNESSEE.

Paris, Tenn.—The Farmers Union of Henry County, capitalized at \$20,000, will erect a warehouse for corn, wheat, potatoes and other farm products, at this station.

Memphis, Tenn.—At the recent annual meeting of the Merchants Exchange, the following officers were elected: G. E. Patteson, pres.; M. M. Bosworth, vice-pres.; N. S. Graves, sec.; S. M. Williamson, treas. Directors, E. C. Buchanan, Geo. F. Macgregor, W. C. Johnson, John Myers, S. M. Williamson, A. G. Perkins, J. B. Edgar and Julien L. Brode; E. R. Gardner, Chief Inspector, Weigher & Gauger; C. B. Stafford, Grain & Hay Freight Commissioner. The vote for President resulted in a tie between G. E. Patteson and W. W. Simmons and the gentlemen agreed to serve six months each, Mr. Patteson, on the toss of a coin, serving the first six.

Memphis, Tenn.—John Wade & Sons who recently closed a deal for property adjoining their elvtr, recently stated that they would use it for the future extension of their plant.

Memphis, Tenn.—Chas. Robinson, junior member of the firm of Scruggs, Robinson & Co., has taken active charge of the firm, Mr. Scruggs having sold his interest in order to devote his time to manufacturing enterprises in which he is interested. The firm name will not be changed.

Nashville, Tenn.—At a recent meeting of the Builders Exchange C. D. Jones, John Bell and Henry McClelland, a comite from the Grain Exchange, asked the cooperation of the organization in the fight against the abolishment of transit privileges at Nashville. The matter was referred to the Builders Finance Comite with power to act.

## TEXAS.

Denison, Tex.—Plans are being made for the organization of a Board of Trade here.

Goliad, Tex.—W. B. Appleby has sold his grain business and will move to San Antonio.

## WASHINGTON.

Pullman, Wash.—A millers convention or "school for millers" will be held two days in advance of the "wheat convention" which will make the entire meeting five days instead of three as originally planned.

Seattle, Wash.—J. F. McMullen, senior member of the firm of McMullen & Sons, grain dealers, died at the home of his son Jan. 7. Mr. McMullen has been a resident of this city for the last 22 years and is survived by four sons and two daughters.

## WISCONSIN.

Weyauwega, Wis.—David E. Reese has bot the water power, electric light plant, a flour mill and an elvtr. here for \$23,100.

Milwaukee, Wis.—Directors of the Chamber of Commerce have directed that the name of the Chicago Open Board of Trade be removed from the list of commercial exchanges whose members are entitled to receive a division of commissions on transactions for future delivery made for their account by members of the Milwaukee Chamber of Commerce.

Milwaukee, Wis.—The annual minstrel show given by the members of the Chamber of Commerce Dec. 30 was a huge success, being one of the best they have ever staged. The audience which filled the big trading room, thoroly enjoyed the jokes and songs presented by the following cast: Frank Gill, Richard Mohr and H. F. Franke with the bones; Albert Taylor, Ray Greenwood and Archie Chapman with the tambos; William J. Armstrong, interlocutor, and August Reichardt, Jr., William Mereness, Merton Potter, Edward Morgan, B. J. Aston, John Penshorn, Gustav Poppert, Ray Koppelkam, Andrew Lowry and Robert Dillon comprised the chorus. The Chamber of Commerce orchestra, under the direction of Eno Schmidt, furnished the music.

Congressman Beal of Texas has introduced a bill, H. R. 16310, to establish a buro of markets.

Congressman Foster of Illinois has introduced a bill, H. R. 14119, to prevent the mailing of matter relative to future trading.

Resolutions from the Illinois Grain Dealers Ass'n, favoring an appropriation of not less than \$100,000 for the maintenance of the Grain Standardization Laboratory of the Buro of Plant Industry of the Department of Agriculture, were recently presented in the Senate and the House at Washington by Senator Cullom and Representative Gallagher, and were referred to the Comite on Appropriations.

# Grain Carriers

Chas. A. Prouty of Vermont has been chosen chairman of the Interstate Commerce Commission in place of Judson C. Clements of Georgia.

S. R. Overton of Wichita, Kan., has brought suit against the Orient Railway to recover \$1,371, alleged shortages on 24 cars of grain in transit.

For accepting rebates on shipments of oil from Olean, N. Y., to Burlington, Vt., the Standard Oil Co., on Jan. 23, was fined \$55,000 in the United States Court at Buffalo.

Representative Stevens has again introduced his proposed law for a uniform B/L, with amendments. Hearings will be held on the Stevens measure by the house comite on interstate commerce.

The car surplus increased 53,670 during the two weeks ending Jan. 3, as reported by the American Ry. Ass'n, but the increase is chiefly in open cars. The box car surplus is 3,216 less than a year ago.

A railroad company can not charge car rental in addition to its charge for the switching movement, is the recent decision by the Illinois Railroad & Warehouse Commission, in the complaint of a packing company at East St. Louis against the Vandalia Railroad.

Protests against changes contained in western classification No. 51 will be heard in the federal building at Chicago, Jan. 29, by the Interstate Commerce Commission. It is said that substitution of tonnage in transit will be one of the questions considered.

A ruling as to when a boat line becomes a common carrier sufficiently to receive part of a joint or thru rate from a railroad company will be given by the Interstate Commerce Commission, following the hearing Jan. 19 at Chicago, in the case of the Colonial Salt Co. and the Ludington Transportation Co.

Engagement for 16,000 bus. of corn for shipment to London, at the rate of 5d. (about 10c) per bu, was made recently on the Produce Exchange, New York. This is said to be the highest rate paid for ocean freight since 1891, and had to be paid to secure room for the emergency shipment needed to fill a contract.

The 18-cent rate on wheat from western Canada to Minneapolis will go into effect over the Canadian Pacific Feb. 16, and is the same as that from western Canada to Fort William. The Canadian Northern tariff on wheat to Duluth will become effective Jan. 29. Meantime shipments will not be made to Port Arthur, but shippers can bill to Duluth now under date of Jan. 29.

The Lake Carriers Ass'n closed its annual convention in Detroit, Jan. 19, with the expression of hopes that next year's tonnage would show a big increase. The 1911 season proved a losing one for many vessel owners, owing to light shipments. The officers elected were: Pres., William Livingstone; vice-president, J. H. Sheadle; sec'y, George A. Marr; treas., George P. McKay; general counsel, Harvey D. Goulder; and chief commissioner, A. R. Rumsey.

A new type of uniform delivery contract was decided upon at a recent conference between European feed handlers at Copenhagen.



## CHANGE IN ST. LOUIS GRAIN Receiving Firm.

In recognition of the services of Thos. K. Martin he has been admitted to an active interest in the firm of G. L. Graham & Co., of St. Louis, and the name has been changed to Graham & Martin Grain Co.

Mr. Martin's career in the grain trade is interesting and encouraging to the young men with ability and determination. He was born in Kentucky in 1869, went to St. Louis in 1889 and obtained a position with the W. L. Green Commission Co., where he worked his way thru every department as clerk, road solicitor, export grain buyer, and floor salesman on 'Change. On the retirement of Mr. Green, he formed a connection with G. L. Graham & Co., a strictly receiving house, and for the past 10 years has had charge of all correspondence and grain sales. The rise of the house attests his capacity.

In nearly every movement for the betterment of the grain trade for the past 15 years he has taken a prominent part. Early Mr. Martin recognized the necessity and utility of the state grain dealers ass'ns. Many of the St. Louis terminal reforms and improvements owe some part of their inception and execution to his work and perseverance. He is a member of the Merchants Exchange committee on appeals, director of the traffic bureau, pres. of the Graham & Martin Grain Co., and sec'y of the St. Louis Grain Club, an organization composed of the active grain men of St. Louis and a strong influence for the improvement of the grain trade

A portrait of Mr. Martin is reproduced herewith.

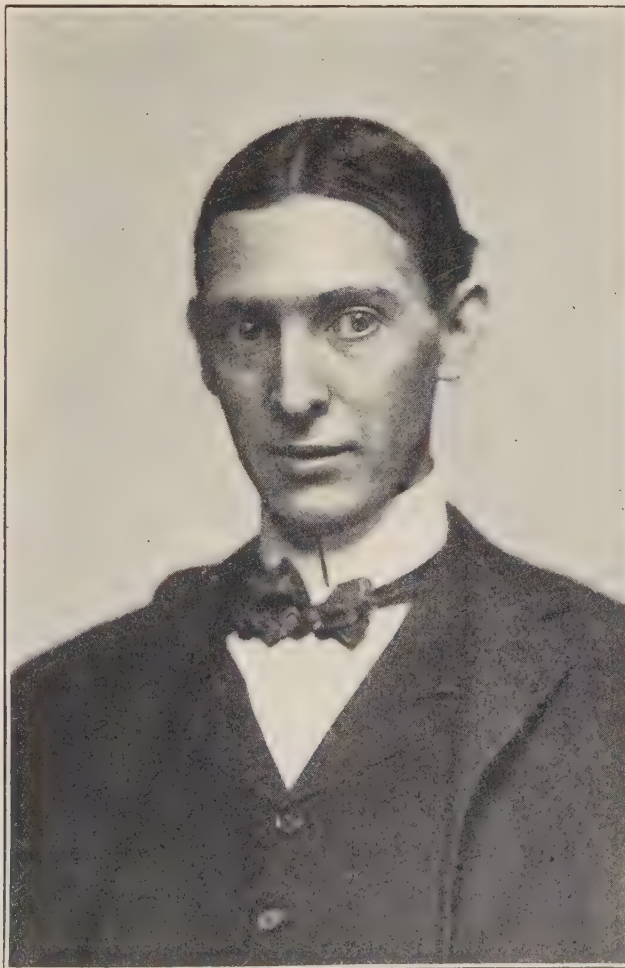
### Imports and Exports of Rice.

Imports of rice, rice flour, rice meal and broken rice during the eleven months prior to Dec. 1, aggregated 179,889,840 lbs.; compared with 209,163,557 lbs., imported in the corresponding period of 1910. Exports included 34,728,450 lbs. of rice to Dec. 1; compared with 8,156,919 lbs., exported in the corresponding period of 1910. Of foreign rice, rice meal, rice flour and broken rice we re-exported 7,225,721 lbs. during the eleven months prior to Dec. 1; compared with 6,377,567 lbs., re-exported in the corresponding period of 1910, as reported by O. P. Austin, chief of the Bureau of Statistics.

### Imports and Exports of Beans.

Beans and dried peas amounting to 1,212,491 bus. were imported in the eleven months prior to Dec. 1, compared with 893,132 bus., imported in the corresponding period of 1910. Exports during the eleven months of last year included 289,178 bus. of domestic origin and 21,601 bus. of foreign origin; compared with 205,822 bus. of domestic and 21,103 bus. of foreign origin exported in the corresponding period of 1910, as reported by O. P. Austin, chief of the Bureau of Statistics.

The French customs committee has rejected the proposal to suspend the import duty on corn, which is 3 francs per 100 kilos or about 14½c per bu.



Thos. K. Martin, St. Louis, Mo.

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**M. K. BAKER, Asst. Mgr. Bond Dept.**



## Patents Granted

**Bag-Filling Machine.** No. 1,014,444. (See cut.) James Broussard, Loreauville, La. In a bag filling machine, the combination of a delivery chute, a truck having handles with means of supporting a sack with its mouth open, on it; a crank rod engaging the handles of the truck, a shaker lever pivoted to the crank rod, and means of actuating it to cause the truck to tip backward, giving it a jiggling motion.

**Spiral Blade for Gravity-Conveyors.** No. 1,014,262. (See cut.) Martin C. Schwab, Chicago, Ill., assignor to Gravity Conveyor Co. In a gravity conveyor, the combination with a tubular shell or casting, of an inner tubular core, a flat sheet metal spiral blade having its inner and outer longitudinal edges turned upward and downward respectively, and forming flanges lying flat against the core and casing, with means for securing them to the core and the casing.

**Conveyor-Bucket.** No. 1,014,666. (See cut.) Chas. W. Olson, Rainier, Ore. The combination with a link chain of a conveyor bucket adapted to be arranged on one of the chain links, composed of two hingedly connected sections, provided with grooves in their opposed walls to receive one of the parallel portions of the link, a movable locking member carried by one of the bucket sections and a resilient element adapted for co-engagement with it to rigidly secure the sections together upon the chain link.

**Conveyor.** No. 1,015,086. (See cut.) Harry Wesley Sanner, Baltimore, Md. In a conveyor, the combination with a frame having sprocket wheels with endless chains mounted on them, means for transmitting motion to the chains, axles connected to them having recesses in them, buckets mounted on the axles, with slotted brackets connected to them thru which the axles pass, the brackets adapted to be received in the recesses in the axles for locking the buckets onto them and preventing a lateral movement of the buckets on the axles.

**Belt Conveyor.** No. 1,014,106. (See cut.) Jere L. Wentz, Passaic, N. J., assignor to Robins Conveying Belt Co. A conveyor belt supporting structure comprising one or more cross bars having vertical extension and having a plurality of stringers supporting them; a plurality of conveyor rollers disposed in trough-like arrangement with a plurality of carrying brackets made from plate metal and firmly attached to

the bars, for supporting them; the cross bars also having horizontal flanges for connecting them to the stringers so as to hold them in a vertical position.

**Grain Drier.** No. 1,014,122. (See cut.) John B. Cornwall, Moline, Ill., assignor to Barnard & Leas Mfg. Co., Moline, Ill. In a grain drier, the combination of an upper annular heating section and a lower cooling section, each having internal and external perforated walls; an intermediate section having an imperforate wall, containing a hopper receiving grain from the upper heating section, and having an inverted cone, receiving grain from the hopper and distributing it into the lower section; means for introducing hot air into the upper section and cool air into the lower one and for regulating the discharge of the grain from the lower chamber.

**Scale.** No. 1,015,190. (See cut.) Victor O. Klingler, Slayton, Minn. An automatic scale comprising a frame having a hopper on it, a valve carried by the frame, adapted to close the mouth of the hopper, a scale beam supported on the frame with a bucket at one end and weights on the opposite end, a locking bar on the bucket end of the beam, a notched bar carried by the bucket in engagement with the locking bar and a projecting bar on the bucket in engagement with the valve so that when the bucket is brot under the mouth of the hopper, it is held and the valve is removed from the mouth of the hopper and the material in it, discharged into the bucket.

**Bag-Holder.** No. 1,015,211. (See cut.) Thos. J. Rowley and Ray M. France, Vandergrift, Pa. A bag supporting device, comprising a board which can be suspended from a suitable support, cleats on the lower ends at the front and rear sides, shafts having the rear ends journaled in the ends of the cleats, a plurality of prongs on the forward ends of the shafts to support the upper edges of a bag, yokes on the rear ends of the shafts between the ends of the cleats, catches pivotally mounted in the vertical edges of the board for holding the yokes and means adjacent to the rear ends of the shafts and connected to the yokes for swinging them open when released by the catches.

**Grain Door.** No. 1,014,246. (See cut.) Calvin Moore, Providence, Ia. The combination of a car body having a door opening with a door frame in it, provided with a long vertical groove in each of its upright parts, a guide bar fixed at its ends in the ends of the grooves with a sleeve sliding on each bar, two curved links having each one end pivoted to one of the sleeves; the door section hinged to the bottom end of the frame, having angular side flanges directed into the frame opening, a lever pivoted in each upper corner of the door, foldable at the inner side of each side flange and each lever having one end pivotally connected with the outer end

of one of the links; the door section being detachable hinged to the frame with means for suspending the hinged end from the roof of the car when it is detached from the frame and means on the frame for supporting the other end in the upper end of the frame, the sliding sleeves permitting the latter position.

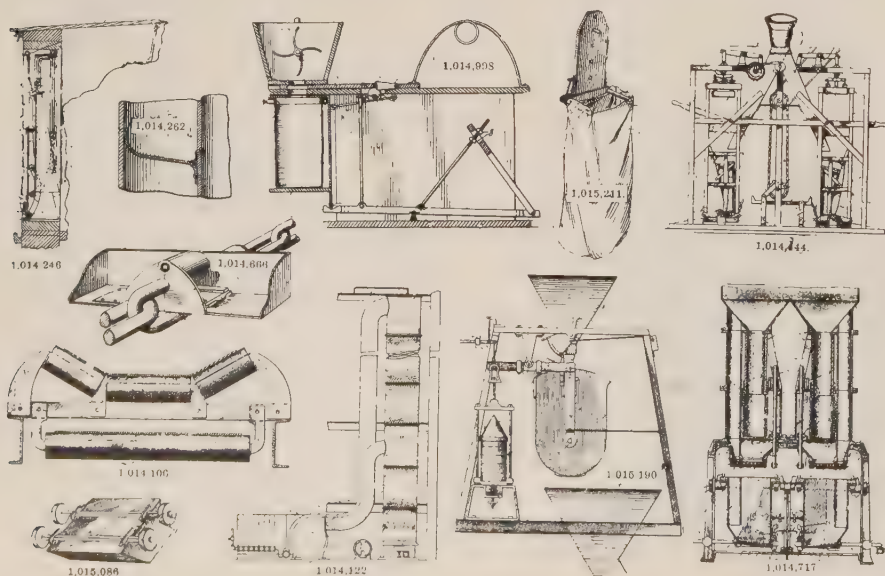
**Bag-Filling Device.** No. 1,014,998. (See cut.) James Bowen, Linden, Mich. In a bag filling device, the combination of tilting scales with a bag supporting frame mounted upon them; a hopper over the frame so as to feed material into a bag mounted on it; a slide for shutting off the flow from the hopper, and yielding means for moving it into operative position; a pawl mounted on the slide, tending to drop by gravity so as to project below the slit; a rock shaft under the slide with a rotary detent, formed with a notch adapted to be engaged by the projecting end of the pawl to hold the slide in an in-operative position; and an operative connection between the rock shaft and the scales for releasing the detent from the pawl when the scales are tilted.

**Automatic Weighing-Machine.** No. 1,014,717. (See cut.) Josiah Nield, No. Milwaukee, Wis., assignor to Avery Scale Co., No. Milwaukee, Wis. An automatic weighing machine, comprising a scale beam provided with weights at one end and scale hopper at the other, having a discharge door in its lower portion; a holding hopper above the scale hopper, provided with a discharge opening controlled by a valve; a feed chute above the holding hopper and extending into it, provided with a valve closing its lower end; a supplemental feed chute discharging material into the scale hopper, also provided with a supplemental valve controlling its discharge opening; a driven shaft, and mechanisms actuated by it for controlling the opening and closing of the valves and the discharge door.

During 1911 we exported 3,331,479 bus. of barley, 59,807,877 bus. of corn, 2,082,828 bus. of oats, 2,119 bus. of rye and 31,662,550 bus. of wheat; compared with 8,156,233 bus. of barley, 37,292,127 bus. of corn, 1,872,469 bus. of oats, 17,274 bus. of rye and 22,667,106 bus. of wheat exported in 1910, as reported by O. P. Austin, chief of the Bureau of Statistics.

Representative Prouty of Iowa advocates national and state co-operation in road construction and maintenance. He has introduced a bill in Congress, asking an appropriation of \$5,000,000 this year, to be apportioned among the various states, \$10,000,000 in 1913, \$15,000,000 in 1914, \$20,000,000 in 1915 and \$30,000,000 in 1916; federal expenditures on each road to be limited to half the cost.

The effect of pre-harvest weather on the growth of oats and millet has been studied during 10 years by I. A. Pulmar in Russia, an abstract of whose paper appears in the Bulletin of the International Institute of Agriculture, Rome. The relation of temperature, cloudiness and rainfall showed that "In years of good harvest, during the ten days preceding formation of the ear there was abundant rain, rather low temperature and a cloudy sky. In years of bad harvest, during the same period there was very little rain, the temperature was rather high, and the sky clear. Up to this period, whatever the outer conditions, the growth of the oats is uniform and slow; but after the formation of the ears up to harvest, they grow rapidly in favorable years. Rain is the most important factor, and the critical period is within the ten days preceding the formation of the ears, generally in June." Crop estimators will find in the foregoing one of the principal reasons why the yield varies so much from the expectations formed only two weeks before harvest.





## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission, the carriers have made the following changes in rates:

**L. E. & W.** in 516D has restored thru rates on grain to Chicago, Ill., from stations in Illinois; effective in state Jan. 26; interstate Feb. 26.

**M. & O.** in 6659 will make rates on corn and bran, effective Feb. 2, from Cairo, Ill. (originating at Miss. river landings) to Miss. Valley points.

**B. & O.** will make a rate of 10c, effective Feb. 4, on barley, from Baltimore, Md., Chester and Philadelphia, Pa., to Buffalo, N. Y., and rate points.

**Gt. Nor.** in GFO23205 gives rates on corn, oats, rye, and wheat, from Gt. Nor. stations to St. Louis, Mo., and East St. Louis, Ill.; effective Jan. 25.

**Ann Arbor** in Sup. 3 to GFDA417 gives rates on grain and grain products, effective Jan. 30, from Ann Arbor stations and connections to eastern New England states, Va. and Can. points.

**C. R. I. & P.** in Sup. 5 to 1320E gives rates on grain and grain products from Mo., Kan., Ia. and Neb. points to Ill., Ia. and Wis. points on connecting lines; effective Feb. 20.

**C. C. C. & St. L.** in Sup. 25 to 1368G gives rates on grain and grain products, effective Feb. 1, from stations in Ill. and St. Louis, Mo., and rate points to C. F. A. points, Pa. and Ontario (Can.).

**C. B. & Q.** in G.F.O. 4482C gives rates on corn, rye, oats or wheat and articles taking the same rates, between C. B. & Q. stations in Wis. and Milwaukee, Wis.; effective Feb. 1.

**Gt. Nor.** in Sup. 18 to GFO21878 gives rates, effective Feb. 10, on grain and grain products, between Chicago, Ill., and rate points and Gt. Nor. stations in Minn., N. D., S. D. and Ia.

**N. C. & St. L.**, in Sup. 1 to Cir. 3738A, gives rules and regulations governing the allowance of transit privileges to grain and grain products at Nashville, Tenn.; effective Feb. 5.

**C. R. I. & P.**, in Sup. 2 to 22000B, gives rates, effective Feb. 20, on grain and grain products, between Ill. and Minn. points and C. R. I. & P. stations and connections in Ill., Ia., Minn., S. D. and Mo.

**Gt. Nor.** in GFO23195 gives rates on corn and oats cleaned or milled in transit at Sioux City, Ia., from stations on the Sioux City division of the Gt. Nor. to Colo. points; effective Jan. 25.

**A. T. & S. F.**, in Sup. 5 to No. 9046, gives rates on grain and grain products, effective Feb. 10, between A. T. & S. F. stations in Cal. and A. T. & S. F. and East Ry. of N. M. stations in N. M. and Tex.

**C. M. & St. P.** will make a rate of 19c on grain, effective Feb. 10, from Pipestown, Appleton, Minn., and Fargo, N. D., to Chamberlain, Oacoma, Reliance, Kenebec, Presho, Vivian and Draper, S. D.

**C. & N. W.** will make a rate of 10c on grain, effective Feb. 10, between East St. Louis, Ill., and Clinton, Comanche, Low Moor, Ia.; wheat 23½c, other grain 22½c, between East St. Louis, Ill., and Watertown, S. D.

**Ill. Cent.**, in Sup. 10 to 2299C, gives rates on grain and grain products, effective Feb. 1, from Council Bluffs, Ia., Omaha and So. Omaha, Neb., to Ill. Cent. stations in Ill., Wis., Ia., Minn. and S. D.; also St. Louis, Mo. and Paducah, Ky.

**L. E. & W.** in 515B makes a rate of 6c on wheat only, from Goodfield and Deer Creek, Ill., to Chicago, Ill., 7c from Yuton, Carlock and Congerville, Ill., to Chicago, Ill.; effective in state Jan. 26; interstate Feb. 26.

**Erie** will make rates of 13c on grain and 13½c on grain products, from Chicago, Ill., and rate points to Cumberland, Md.; 13c on grain and 13.7c on grain products to Belington, W. Va.; effective Feb. 1.

**Mo. Pac.**, in Sup. 2 1980C, gives rates on grain and grain products, effective Feb. 6, from points in Colo., Kan., Mo., Neb. and Okla. to western and southern points and basis for making rates to southeastern and Cairo territories.

**Burlington** will make rates on wheat, corn and articles taking the same rates, between White Rock, Louisiana, McIntosh, Clarksville, Dameron, Mo., and Seehorn, Ill., wheat 6.6c; corn 6.1c; Hulls, Ill., wheat 6.4; corn 5.9c; Pike, Ill., wheat 4.1c; corn 3.7c; effective Feb. 10; wheat from Hardin, Mont., to Crawford, Neb., 30c; oats, from Billings, Mont., to Dietz and Alger, Wyo., 16c; effective Feb. 5.

## Books Received

**LEGAL WEIGHTS PER BUSHEL** are given by S. W. Stratton, director of the Bureau of Standards, for every state in the union, corrected up to May 15, 1911, in a 10-page Circular No. 10 of the Bureau of Standards, issued by the Dept. of Commerce and Labor, Washington, D. C.

**THE STORY OF BREAD**—Many things in the development of wheat growing that few persons ever stopped to think about are pleasantly emphasized in "The Story of Bread," a pamphlet by Edwin L. Barker, portraying the effects upon agriculture of the introduction of the reaper. Distributed by the International Harvester Co., Chicago. Illustrated; 29 pages.

**EFFECT OF FUMIGANTS ON FLOUR**—The effect of the common mill fumigants on the baking qualities of wheat flour is ably considered in a technical bulletin by C. O. Swanson and Geo. A. Dean of the Kansas State Agr. College. Hydrocyanic acid gas and carbon bisulfid were tried. The effects of fumigation were found to be so small as to be negligible. It is only in the careful measurements employed in the tests that the difference between the fumigated and the unfumigated flour is apparent at all. The finished loaf shows no deleterious effect from fumigation in any of the tests. Treatment was at the maximum strength used in the flour mills, elevators and bins, namely, one pound of potassium cyanide to 1000 cu. ft. of space and one pound of carbon bisulfid to 500 cu. ft. of space. Bulletin 178; illustrated; 56 pages. Kansas State Exp. Sta., Manhattan, Kan.

**WALLS, BINS AND GRAIN ELEVATORS** is an up-to-date compilation of engineering knowledge on the design of grain bins and elevators, with chapters on "The Design of Bins," "Experiments on Pressures on Bins Walls," "Stresses in Bins," "Examples and Details of Bins," "Cost of Bins," "Design of Grain Bins and Elevators," "Types of Grain Elevators," "Stresses in Grain Bins," "Experiments on the Pressure of Grain in Deep Bins," "Examples of Grain Elevators," "Cost of Grain Bins and Elevators." The plans described range from the country shipping elevator to the large terminal house; and much data are given on the construction of hoppers, walls and foundations, with engravings showing elevators in process of construction and completed, of the several materials now favored, with copies of specifications by leading architects for grain elevators. By Milo S. Ketchum, C. E., professor of civil engineering, University of Colorado. Second edition, enlarged and revised. Illustrated with more than 255 engravings; indexed; 556 pages. McGraw-Hill Book Co., New York. Price, \$4.

**PROOFS THAT IT WILL PAY** is a neat, leather bound brochure, 3 by 6 inches, compiled by Leonard L. Harrison, grain dealer, of Dwight, Ill., for the benefit of the farm operator and owner, and well calculated to increase the yield of grain per acre in the territory of any grain elevator operator who will distribute copies to his farmer patrons. This booklet is not intended to tell the farmer things he already knows, as much as to call his attention to the fact that the adoption of the improved methods can be made to PAY. Results are figured out in dollars and cents, so the average grain grower can see for himself how much money he is throwing away by not using the best methods of seeding, seed formalin treatment, testing and selecting seed corn, liming the soil, rotating crops and fertilizing the soil. Every farmer who receives a copy will value it as a work of reference, containing chapters on "Shrinkage of Ear Corn in Crib," "Grain Inspection Rules," "Why the Moisture Test is Used," "Contract Grades of Different Markets," "Sample Dairy Rations," besides a score of other topics. Indexed; 114 pages. Grain dealers will be furnished a supply of these little books at a very reasonable cost, by Harrison Bros., Dwight, Ill.

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Grain Elevator  
Trade Given Our  
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and FAIRMONT, WEST VIRGINIA, COAL

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7,000,000 Tons

# O'GARA COAL COMPANY



## Supply Trade

Chicago Caller.—P. J. Milliken, Pres. Union Iron Works, Decatur, Ill.

North Vernon, Ind.—J. M. King & Son have recently received an order for two of their buckhorn machines to be sent to Copenhagen, Denmark.

Vancouver, Can.—A recent Canadian incorporation is that of the British North American Const. Co., Ltd., capital \$100,000, to build grain elevators.

St. Louis, Mo.—The four-story building of the St. Louis Bag & Burlap Co., 325 N. First St., was recently destroyed by fire, with an estimated loss of from \$50,000 to \$60,000.

Chicago, Ill.—A handsome combined paper weight and mirror is being supplied the trade by the Cyclone Blow Pipe Co. Grain dealers who receive this ornamental novelty will be fortunate.

Chicago, Ill.—At the annual meeting of the shareholders of the National City Bank of Chicago, all the officers and directors were re-elected. The annual statement shows an extremely satisfactory condition, with deposits of nearly \$26,000,000.

St. Louis, Mo.—The stockholders of the Bemis Bro. Bag Co. recently held their annual meeting, at which the directors were re-elected, and G. N. Roberts and H. H. Allen added to the Board. The former officers were also re-elected, with the exception of the secretary, who is succeeded by H. H. Allen.

Milwaukee, Wis.—The Standard Gas Engine Co. has been organized to succeed to the business of the Standard Iron Works. Additional capital has been subscribed, and the new company has incorporated with a capital stock of \$25,000. Ed. Cheshire, well known thru his many years connection with the Allis-Chalmers Co., is president.

Minneapolis, Minn.—The Northwestern Consolidated Mfg. Co. has been awarded judgment for \$12,633 against the Illinois Surety Co. and G. T. Honstain. The complaint alleged that Honstain entered into contract to erect an elevator for \$225,000, executing bond for \$150,000. The milling company was forced to pay liens to clear the property and Honstain refused to reimburse.

To make your advertising a success is only the first skirmish in the battle. Just the minute it is evident that your publicity is pulling, the persistent guns of substitution and imitation will open up on you. There never was a great commercial success that did not have hundreds of imitators, but no imitators ever caught up to the original except when the latter grew over confident and STOPPED ADVERTISING.—*Mahin Messenger*.

Chicago, Ill.—Recent sales by the Hess Warming & Ventilating Co., of Hess Driers are to Jordan & Montgomery Co., Indianapolis, Ind.; City Mills & Elevator Co., Winchester, Ind.; Kentucky Public Elevator Co., Louisville, Ky.; H. Verhoeff & Co., Louisville, Ky.; Bad Axe Grain Co., Bad Axe, Mich.; S. M. Isbell & Co., Jackson, Mich.; Standard Flaked Food Co., Owosso, Mich.; Northrup, King & Co., Minneapolis, Minn.;

Griswold Seed Co., Lincoln, Neb.; H. Simon, Manchester, England.

Minneapolis, Minn.—The Minneapolis Steel & Machinery Co. is distributing a very handsome booklet, illustrating the Twin City Gas Tractor, completely made in their own plant. Its thoro description and excellent illustrations make it of great interest and worthy the reputation of this concern. Space is also devoted to other products, such as gasoline tanks, steel culverts, steel grain bins, and the Minneapolis gasoline engine. Readers of the Journal will be gladly furnished copies upon request.

Owing to their fast increasing business in Louisville, Ky., the H. W. Johns-Manville Co. has found it necessary to move its offices to 205 Paul Jones building, new and more spacious quarters, better adapted to their requirements. The office will be in charge of J. R. Chowning, well and favorably known thru having traveled in that section from the Milwaukee office. A complete line of well known J-M asbestos and magnesia products, electrical supplies, packings, pipe coverings, roofings, etc., will be handled.

Silver Creek, N. Y.—A very large and comprehensive, yet condensed catalog, treating exclusively with the requirements of the elevator, warehouse and seed house in cleaning, separating and grading work of all kinds, is to be issued by the Huntley Mfg. Co. This is the new catalog No. 45, which will be ready for delivery Feb. 10th. It tells in a plain, condensed manner just "what is what" in new, modern machinery for handling all kinds of grain, seed, flax, malt, pea and bean separating, cleaning and grading problems. Readers, who desire to study and become acquainted with scientific and economical cleaning and grading methods of the modern kind, such as have been adopted and are in daily practice by large, progressive concerns in these various lines of trade, should send for a copy of this new book. This new catalog is free of charge, postage paid, to all Journal readers requesting it.

We need the Grain Dealers Journal in our business. Our desk is not complete without it.—J. H. Sims, Bond Gap, Ill.

We sympathize with the dealer who insists on doing business without the Grain Dealers Journal, which is a mine of logical, assorted information.—H. C. Arnold & Son, Bluffton, Ind.

The anti-future bill introduced in the U. S. Senate, Jan. 3, by Senator Jeff. Davis of Arkansas, known as S. B. 4104, purposes to prevent any transaction, "scheme or plan to speculate or gamble or gain or lose sums of money called margins, which gains or losses are made to depend on the future decrease or increase of the market price of any product of the soil."

Impetus to the germination of wheat by electricity thru a German process was recently demonstrated in the Royal Botanical Gardens of London, apparently producing satisfactory results. A handful of old wheat, placed in some moist earth on a copper plate was covered by more earth and a zinc plate, and a current of 20 volts was passed thru the wheat, followed by an alternating current of 20,000 volts. At the end of the fifteen minute experiment it was seen that the wheat berry had moved and that the skin of the berry was cracked. It is claimed that wheat will ripen three weeks earlier than under normal conditions, if this process is used.

## CROP IMPROVEMENT NOTES.

The National Corn Show of 1913 will be held at Columbia, S. C.

The Michigan Experimental Ass'n, organized to determine the adaptability of seeds for various parts of the state and to induce farmers to use the purest seeds in sowing crops, completed its first annual meeting Jan. 17.—F.

A special agricultural train will leave St. Louis, Mo., over the Rock Island railroad, Jan. 23, bound for Kansas City and scheduled to make an hour's stop at each of the thirty stations enroute, arriving at Kansas City Jan. 27.

The ninth annual convention and exhibition of the Iowa Corn Growers Ass'n will be held at Newton, Jan. 29 to Feb. 10. Thousands of dollars in money and premiums will be awarded as prizes; \$4,000 in cash is offered for the best sample of oats.

The Agriculture Reclamation Co. has been incorporated with a capital stock of \$100,000, in New Jersey, by F. R. Hansell, John A. MacPeak and G. B. Martin. The incorporators propose to make New Jersey a factor in the wheat market thru the introduction of scientific farm methods.

Experimental farm work in Ward county, N. D., has received the endorsement of the Minot Commercial Club, which has pledged \$25,000 a year for three years to meet a like amount donated by the Better Farming Ass'n. Two expert supervisors will be placed in charge of the work, which includes the establishment of experimental farms in from 12 to 18 townships in the immediate vicinity of Minot.

The grand sweepstakes prize, offered by the South Dakota Corn & Grain Growers Ass'n in the annual corn show at Mitchell, S. D., was won by Ernest Sorenson, 13 year old son of S. E. Sorenson, a farmer living near Elk Point, S. D. Despite the cold weather, the corn show was a great success. Exhibits from all parts of the state were on hand, and those who attended represented every section.—E.

The Top Notch Farmers' Club's silver cup, offered by Arthur Capper of Topeka, Kan., for the highest authenticated yield of wheat from a measured acre in Kansas in 1911, has been awarded to Carl Schlotthauer, near Marion, Marion County, Kan., who raised 59 bus. and 12 lbs. of wheat per acre on 19 measured acres, and the soil in which this bumper crop was grown has been under cultivation 39 years. Mr. Schlotthauer's nearest competitor was C. E. Belden of Atchison County, who grew an average of 58 bus. and 15 lbs. of wheat per acre on six measured acres that had been under cultivation continuously more than 40 years.

## Imports and Exports of the Philippine Islands.

Oats amounting to 548,311 bus. and wheat flour to the amount of 346,281 bbls. were imported by the Philippine Islands in the twelve months prior to July 1, 1911; compared with 220,220 bus. of oats and 331,720 bbls. of wheat flour imported in the twelve months ending June, 1910. Exports for the twelve months ending June, 1911, included 447,716,136 lbs. of rice and 163,033 tons of hemp; compared with 407,013,103 lbs. of rice and 168,090 tons of hemp, exported during the twelve months prior to July 1, 1910.



## A NEW GRAIN DRIER.

The unusually large percentage of moisture in both corn and beans has caused handlers of the last crop more trouble than ever, and the crop is not yet marketed; in fact large quantities of both beans and corn will never be fit to market. The large percentage of moisture is causing rapid deterioration of both beans and corn, and much corn has been sacrificed to mold and rotten grains, hence it is but natural that more and more attention should be given to supplying the needs of the country elevator man, in the way of grain drying facilities.

A Monitor Grain Drier and Cooler, made by the Huntley Mfg. Co., has been installed in the elevator of F. E. Lewellyn, at Shelby, Mich., and given such results that the purchaser is more than pleased. A novel feature of this machine is that the heat used in drying the grain is obtained from the exhaust of the elevator's gasoline engine. The cylinder of the engine exhausts into an insulated drum, which contains a number of small coils. The steam produced in this drum supplies the necessary heat for the drier, and also warms the building.

The drier proper consists of two perpendicular columns, about 7 ft. in height and 4 ft. in diameter. Each column contains 90 ft. of perforated spiral conveyor passing around an inner column, which is also perforated. One column is designed to heat the beans or grain, the other to cool it. A large blower furnishes steady

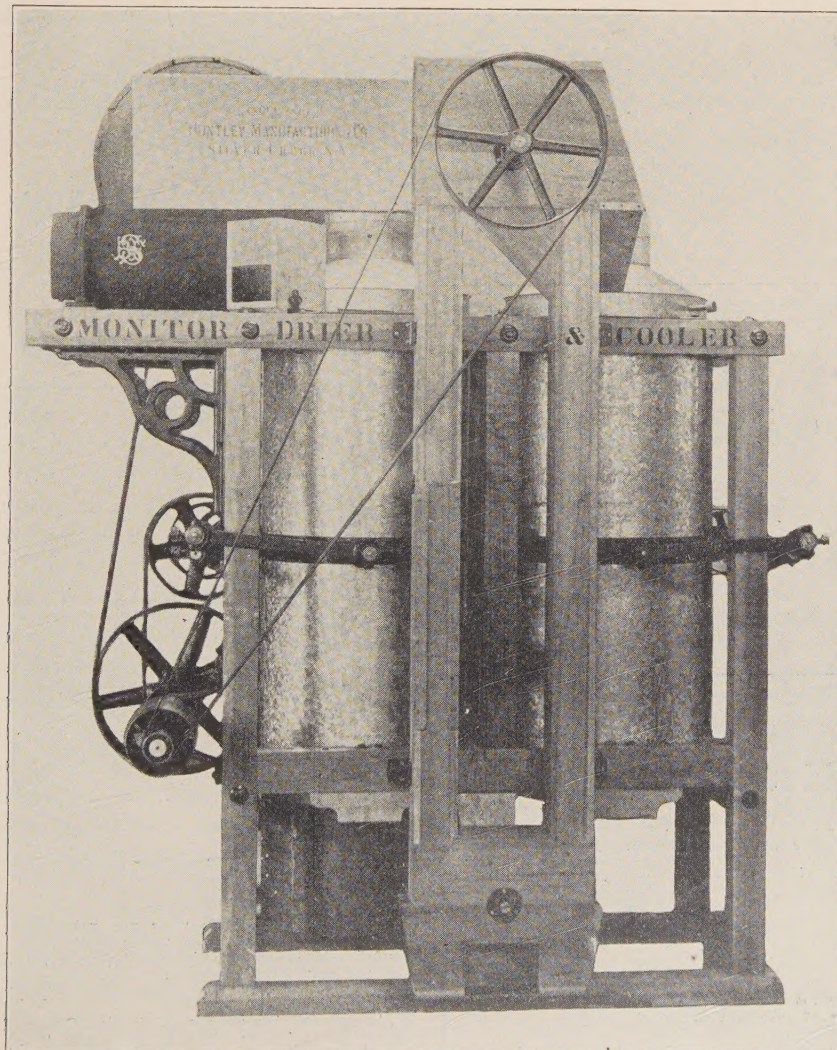
draft for the heating column and a heavy blast for the cooling column.

The beans or corn are spouted directly into the heating column, from which the material is dropped to the boot of a small leg at the side of the machine, which elevates the grain and drops it into the top of the cooling column. The material is spread in a thin layer as it passes thru the columns, and is dried uniformly.

The expense of operation is said to be very small, and the capacity is well suited to the needs of country elevator operators. Those operating their plants with gasoline power will be able to install one of these driers without going to the expense of a separate heating plant, as the heat from the exhaust of gasoline engine is alone sufficient to meet all the needs of the drier. Readers of the Journal may obtain additional information from the manufacturers.

I feel that I cannot be without the Journal as long as I am in the grain business as I find some very good facts in it. Any person in the grain business ought to subscribe for the Grain Dealers Journal.—J. H. Jenner, Lehr, N. D.

T. M. Jeffords, recently of Oklahoma, has been appointed by the U. S. Dept. of Agri. to succeed H. S. Mobley in charge of the Boys' Corn Clubs and School Extension Work in Arkansas. He has gone to Little Rock and has taken up his work as assistant to C. W. Watson, special agricultural agent for Arkansas.



## F. E. LEWELLYN

Grain, Potatoes, Beans, Pears,  
Peaches, Plums, Apples, Hay,

Elevator and Storage Capacity  
in Michigan 288,000 Bushels

Shelby, Mich., Jan. 16, 1912.  
Grain Dealers Journal,  
Chicago.

Gentlemen:

Yours of the 15th received.

As you state, we have recently installed a bean and grain drier which we purchased from the Huntley Mfg. Co. of Silver Creek, N. Y.

It is one of the greatest improvements we ever made to our plant. This is the first outfit of its kind that was ever installed and we are very enthusiastic over the results.

The heat necessary for the machine is generated from the exhaust of our gasoline engine. They have an insulated drum which is connected directly with the cylinder of the engine, and the flame from the same is discharged into the drum, which contains a number of small coils, and an excellent quality of steam is made, which supplies the necessary heat for the drier, as well as to warm the building.

The drier consists of two perpendicular columns about 7 feet in height and 4 feet in diameter, each column containing 90 feet of perforated spiral conveyors, passing around an inner column, which is also perforated. One column is for heating, the other for cooling.

A large Sturtevant blower furnishes steady draft for the heating column, and a heavy blast for the cooling column.

A small elevator on the side of the machine conveys the grain from the discharge of the heating column to the top of the cooling column.

With this outfit we have been able to reduce a moisture test 14½% in eleven minutes.

The drying is absolutely uniform as either grain or beans is spread in a thin layer and each kernel receives the heat from all sides, continually.

Mr. Wilson of the Michigan Millers Mutual Fire Ins. Co. of Lansing, Mich., recently inspected our plant and advised me that this outfit reduced the risk rather than increased it, as it eliminated all risk from the exhaust of the engine, the heat being all taken up by the coils.

Yours truly,

F. E. LEWELLYN.



## Annual Report Millers National Insurance Co.

The 36th annual report of the Millers National Insurance Co. shows that during the year 723 losses aggregating \$569,068 were incurred; against 560 losses, amounting to \$612,064 during the preceding year. Since organization it has paid losses amounting to over \$7,673,000. At the close of the year the admitted cash assets of the company were \$1,793,365; against \$1,645,117 a year ago. The cash surplus including permanent fund is \$1,013,587 and the net value of the premium notes subject to assessment was \$4,417,683.

Income for the year amounted to \$837,355, composed of \$759,721 net premiums and assessments; \$77,633 interest on investments. The premiums on cash policies were \$518,046 and on mutual policies, \$96,567.

The amount at risk increased during the year from \$62,608,666 to \$66,439,630. The total mutual business at the close of the year was \$30,585,848; and the cash business, \$35,823,782. The last four months of the year showed a gratifying decrease of losses, which if continued during the first half of the current year will enable the company to decrease its rate of assessment to the basis of 1909 and 1910.

Glucose amounting to 133,763,103 lbs. was exported in the eleven months prior to Dec. 1; compared with 113,206,566 lbs., exported in the corresponding period of 1910, as reported by O. P. Austin, chief of the Bureau of Statistics.

Corn cobs burned in an oven or even in a hole in the ground where the air is excluded is a very desirable part of the ration, to supply mineral matter to hogs for the building up of the bony frame. Thus burned it forms a sort of charcoal.—J. A. Wilson, director Oklahoma Experiment Station. With this authoritative indorsement any enterprising stock conditional food manufacturer should be able to provide a market for tons of corn cobs.

## INSURANCE ITEMS.

The Michigan Millers' Mutual Fire Insurance Co., at its recent meeting, elected Robert Henkle of Detroit, pres.; B. W. Jenks, Harbor Beach, vice pres.; A. D. Baker, Lansing, sec'y; L. H. Baker, Lansing, assistant sec'y; S. J. Titus, Battle Creek, treas.—F.

At the annual meeting of the Western Millers Mutual Fire Insurance Co. in Kansas City, Mo., Jan. 9, all old officers and directors were re-elected. A change was made in the by-laws to prevent an officer of the company receiving proxies to be voted at any of the company's meetings.

Officers of the Mill Owners Mutual Fire Insurance Co. of Iowa, elected at the 37th annual meeting in Des Moines, Jan. 17, are: H. J. Benson, pres.; B. A. Lockwood, vice pres.; J. T. Sharp, sec'y; Arthur Reynolds, treas. The directors are J. T. Sharp and B. A. Lockwood of Des Moines; I. W. Shambaugh, Clarinda; H. L. Benson, Union, and L. M. Macy, Adel.

The Illinois law providing for organization of casualty companies restricts them to a single branch of mining or manufacturing. The Millers' Mutual Casualty Co. of Chicago asked permission to include detached elevator properties among its membership, but the Illinois Insurance Department holds that the law must be strictly construed and that the company can admit only grain elevators physically connected with mills.

The Fraternity of Operative Millers of America is preparing for its annual convention in Louisville, Ky., June 3-8.

I would not want to do without the Grain Dealers Journal, as each copy is just like getting a letter from an old friend, as I seldom receive a copy that I do not see some item in it that concerns some one I have known.—A. W. Finch, Townsend, Mont.

## ANNUAL REPORT OF MICHIGAN MILLERS.

The 30th annual report of the Michigan Millers Mutual Fire Insurance Co. shows that during the last year the company's losses and expenses about equaled the amount collected for insurance, while the interest on its investments, amounting to about \$40,000, was added to its surplus.

This company, which has just completed 30 years of successful corporate existence, has had its charter extended for another 30-year period.

During the year 1911 the company paid losses amounting to \$519,248, making the total losses paid during its 30 years of existence \$3,760,640. Its total assets amount to \$3,229,948, which includes premium notes having a net value of \$2,202,397, and cash assets of \$1,021,551. Of the cash \$610,650 is invested in bonds. Loans, first mortgage and collateral amount to \$200,978; office building \$12,000; cash in banks and office \$100,815; cash on deposit with treasurer of Manitoba \$10,000; interest due and accrued \$14,937; premiums, net amount due \$63,169. Losses in process of adjustment amounted to \$49,482.

When you see a car leaking grain in transit, write us the essential facts and help your brother shipper to collect for his loss.

At the invitation of the Department of Commerce and Labor, Baltimore will be fully represented at Washington the middle of February at a national conference of state and city inspectors of weights and measures. This is the first conference of its kind in the history of the Department of Commerce and Labor, which has general supervision over all measures of the country.

ORGANIZED 1883

## The Western Millers' Mutual Fire Insurance Company

KANSAS CITY, Mo.

CHAS. H. RIDGWAY, Secretary

SAFE INDEMNITY

Flour Mills, Elevators, Warehouses, and contents.

WHEN YOUR ELEVATOR'S BURNING.  
When your elevator's burning and you're feeling kind o' blue,  
An' the clouds of smoke so dark, that the sun can't shine thru,  
It's a great thing, yes it is, fer a feller, just to say,—  
"I'm insured in the Grain Dealers, an' I know that they'll pay."

It makes a man feel curious, it makes the tear drops start,  
An' he sort o' feels a flutter, in the region of the heart,  
But he don't have to worry, when he can truly say,—  
"I'm insured in the Grain Dealers, an' I know that they'll pay."

It can't help but make you strong an' ready to begin  
To build the old house over, an' start to work again.  
I'm sorry tho the old one's gone, but than kful I can say,—  
"I'm insured in the Grain Dealers, an' I know that they'll pay."

Yes; insurance companies are mixtures, with their honey and their gall,  
But for service, satisfaction, protection, square deals, and all  
That stands fer fair treatment, why just let me say,  
"Place your insurance with the Grain Dealers, fer I know that they'll pay."  
...With apologies to Whitcomb Riley.

## MILL OWNERS MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

The Oldest Millers Mutual Fire Insurance Company in America.

Cash Assets over \$300,000

J. T. SHARP, Secretary

Organized 1902

## Tri-State Mutual Grain Dealers Fire Ins. Co.

Incorporated

LUVERNE, MINN.

Write for our statement showing Dividends paid in nine years.

E. H. MORELAND, Sec.

E. A. BROWN, Pres. V. E. BUTLER, V-Pres.  
B. P. ST. JOHN, Treas.

EVERY POLICY HOLDER IS A STOCKHOLDER IN THE

## MICHIGAN MILLERS MUTUAL FIRE INSURANCE COMPANY

OF LANSING, MICHIGAN

Therefore, every Policyholder is vitally interested in the size of his dividend (deducted every six months from the assessment levied). These dividends may be increased by

## THE PREVENTION OF FIRES

All fires are the same size at the start

70% OF THEM ARE PREVENTABLE

90% ARE EXTINGUISHABLE

AGENTS: { C. H. RIDGWAY, 426 Midland Building, Kansas City, Mo.  
H. M. GILES, Flour Exchange, Minneapolis, Minn.  
I. N. JUST, American Bank Building, Seattle, Wash.



# Fire Insurance Companies

## PLACE YOUR INSURANCE

with us and secure low cost insurance in a company that is known to be financially able to meet its losses. Our statement tells its own story.

### NINTH ANNUAL STATEMENT

#### ASSETS

Cash in Banks.....	\$ 42,125.25
Bonds and Mortgage Loans.....	112,800.00
Accrued Interest.....	1,975.24
Uncollected Premiums.....	3,840.04

Total cash assets.....	\$160,740.53
Contingent assets.....	1,184,139.93

Total Assets.....\$1,344,880.46

#### LIABILITIES

Reserve for Taxes due 1912.....	\$ 2,367.67
Unpaid Losses.....	None
Reserve for Re-Insurance.....	79,793.38

Surplus to Policyholders.....	\$1,262,719.41
Losses paid since organization.....	\$582,392.53

C. A. McCOTTER, Secretary.



#### BRANCH OFFICES:

Kansas City, Mo.

Sioux Falls, So. Dak.

ORGANIZED 1878

## The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents of same at cost.

Insurance in force - \$15,104,436.83

Cash Surplus - - 353,034.68

GEORGE POSTEL, President

G. A. McKINNEY, Secretary

Address all Correspondence to the Company at Alton, Ill.

## Shippers' Record Book

is designed to facilitate the book-keeping of grain shippers and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2900 carloads.

At top of left hand page, in bold-faced type, are the words, "IN ACCOUNT WITH" and at top of facing page, is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

Order Form 20. Price \$1.75

### GRAIN DEALERS JOURNAL

255 La Salle Street

CHICAGO, ILL.



## Supposing this was yours

Would it mean a total loss

- Your business
- Your elevator
- Your investment
- Your money;

OR

Would it mean merely the collecting of that which you had paid for—INSURANCE. There would be absolute assurance of a quick, satisfactory settlement if your elevator was insured by the

## MILLERS NATIONAL INSURANCE CO.

LOSSES PAID \$7,673,329.60 GROSS CASH ASSETS \$1,703,365.33  
COSTS LESS THAN 50% OF BASIS RATES

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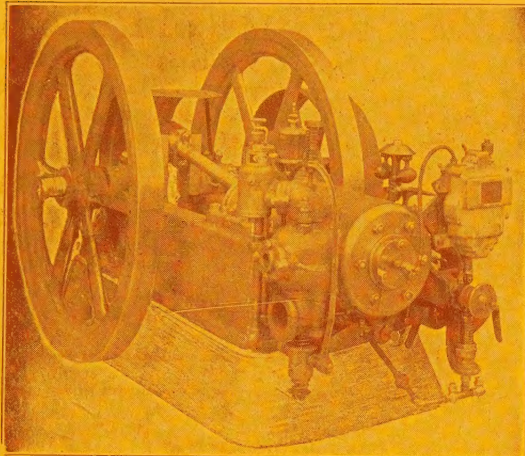
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CHICAGO, ILLINOIS



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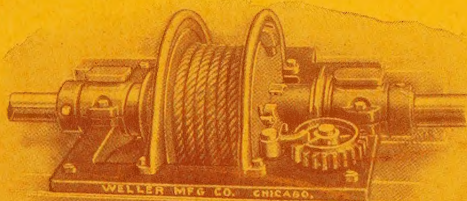
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A Strictly High-Grade Engine in every particular, neat in design, smooth running qualities, wide range of governable speed, unlimited power capacity, light, and reinforced in those parts where through experience in the manufacturing of engines has proved weak.

No batteries required with our new system of ignition. Which is preferable—wait until your engine breaks down beyond repair, or have an engine which is beyond breaking down. Write for latest catalog.

**The Lambert Gas & Gasoline Engine Co.**  
(East End) ANDERSON, IND.

WELLER-MADE



### BALL-BEARING GRAIN SHOVEL

Have a greater capacity, and require less labor to operate than ordinary types of Power Shovels, and effect an economy in power. May be substituted for those of other design without any expensive changes in driving shaft, countershaft or pulleys. Made for the hardest service. Complete description sent upon request.

**WELLER MFG. CO., Chicago**

Have You  
Seed For Sale?

Do You Wish  
To Buy Seed?

See our "Seeds For Sale—  
Wanted" Department  
This Number.

## DUST

the direct or indirect cause of many fires  
in grain elevators and warehouses.

### WHY NOT

save yourself any probable loss by installing  
a dust collector? A machine which experi-  
ence has proven superior to all; does more and  
better work; is storm proof and spark proof.

## Day Dust Collector

"DAY-LY" EFFICIENCY



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